

FINANCIAL TIMES

WEDNESDAY 14 SEPTEMBER 2022

INTERNATIONAL NEWSPAPER OF THE YEAR

ASIA

Debt monsters The companies flashing red warning signals — COMPANIES, PAGE 8

Mourning bell Funeral plans take shape

Rehearsals under way early yesterday morning on Parliament Square in London for today's procession of Queen Elizabeth's coffin from Buckingham Palace to Westminster Hall, where she will lie in state until her funeral on Monday.

Yesterday, King Charles made his first visit to Northern Ireland since succeeding as monarch.

He pledged to follow the "shining example" of his mother in seeking "the healing of long-held hurts" in the province, riven by violent divisions until the 1998 Good Friday peace deal.

Alex Maskey, Northern Ireland Assembly speaker and a republican interned under British crackdowns twice in the 1970s, said: "Queen Elizabeth showed that a small but significant gesture — a visit, a handshake, crossing the street or speaking a few words of Irish — can make a huge difference in changing attitudes and building relationships."

Commonwealth test faced page 4
Anjana Ahuja page 16



Danny Lawson/PA

Briefing

- **US senators to vote on Taiwan arms bill**
The US Senate foreign relations committee is poised to vote on a bill that would for the first time finance weapons exports to Taiwan and restart Washington-Taipei relations amid pressure from China. — PAGE 4
- **Nikola founder 'distorted stock price'**
Trevor Milton masterminded a scheme to cheat "innocent investors" by driving up his electric-vehicle group's shares, prosecutors alleged at the start of his criminal fraud trial in New York. — PAGE 6
- **Serbia asks IMF for help over debt costs**
Belgrade has asked the IMF and the UAE for help in handling its soaring debt costs. The move highlights the impact of higher interest rates and the economic downturn on Europe's emerging markets. — PAGE 2
- **Pioneering film director Godard dies**
Jean-Luc Godard, pioneer of the 1960s Nouvelle Vague cinema movement in France, has died peacefully at his home in Rolle, Switzerland, at the age of 91. — PAGE 2
- **Germany sets up €67bn energy support**
A Covid-19 fund has been repurposed so that state development bank KfW can deploy €67bn to back ailing energy groups, amid fears that high gas prices will trigger insolvencies. — PAGE 3; FT VIEW, PAGE 16
- **JPMorgan warns of revenue decline**
The Wall Street lender's third-quarter investment banking revenues, out on October 14, could be as much as 50 per cent down on last year's, one of the bank's top executives has warned. — PAGE 6
- **Debt-hit Evergrande to restart projects**
The world's most indebted developer, working to pacify a mortgage boycott in China, has pledged to resume construction of all remaining stalled property projects by the end of this month. — PAGE 10
- **EU defers plans to cut pesticide use**
Plans to halve the use of pesticides in the bloc by 2030 have been delayed after an impact assessment raised fears over output cuts and price rises. — PAGE 2



Inflation rises more than expected sparking fears of US hard landing

◆ CPI up by 0.1% in August ◆ Wall St caught off guard ◆ Investors bet on robust Fed response

COLBY SMITH AND JAMES POLITI WASHINGTON

Hopes that the Federal Reserve can engineer a soft landing for the US economy took a hit yesterday when a crucial measure of inflation came in higher than forecast and triggered a sharp sell-off on Wall Street.

The consumer price index increased 0.1 per cent for August, above economists' expectations for a 0.1 per cent drop. Most worryingly for policymakers, core inflation, which strips out volatile items such as energy and food, rose by 0.6 per cent for an annual increase of 6.3 per cent, compared with 5.9 per cent recorded for July.

The figures from the Bureau of Labor Statistics brought an end to a brief respite for Fed officials after July's reading

showed that prices had not risen compared with the prior month.

Wall Street was caught off guard by the hotter-than-expected inflation figures. The S&P 500 tumbled 3.1 per cent during morning trading yesterday, while the Nasdaq Composite, stacked with technology companies more sensitive to changes in interest rate expectations, fell more than 4 per cent.

In government debt markets, the yield on the 2-year US Treasury, which is more sensitive to interest rate expectations, surged by 0.20 percentage points at 3.78 per cent, having traded at 3.52 per cent before the release of the data.

The odds that the Federal Reserve would opt for a full percentage point rate rise in September rose to 22 per cent, according to CME Group, versus 0

per cent at the start of the week. Most economists are forecasting another 0.75 percentage point rate rise, which would lift the fed funds rate to a new target range of 3 per cent-3.25 per cent.

Yesterday's data, combined with rising wages and a tight labour market, meant the Fed was "not going to produce the soft-landing fairy tale", said Steven Blitz, chief US economist at TS Lombard.

Brian Coulton, chief economist at Fitch Ratings, said: "We don't really see anything in here that would make the Fed want to opt for a slower pace of rate hikes this month."

President Joe Biden and his economic advisers had also been hoping for a reduction in the headline figure, going so far as to schedule a "celebration" yes-



terday of his recently passed Inflation Reduction Act, a package of healthcare and climate policies.

"You can't make it up; hours after this terrible inflation report, the White House is hosting an 'inflation reduction' celebration," Mitch McConnell, the Senate minority leader, wrote on Twitter.

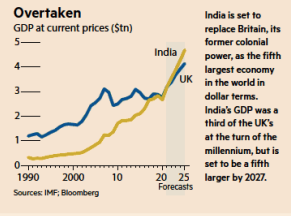
"Democrats have spent our economy into disaster and now they're partying while families pay. They could not look more out of touch if they tried."

The jump in inflation came despite a fall in petrol prices. Earlier this summer, they topped a record \$5 a gallon following a jump in oil prices after Russia's invasion of Ukraine. The current national average is \$3.70, according to the American Automobile Association.

Core inflation, which does not include volatile items such as food and energy, rose 0.6% for an annual increase of 6.3%, up from 5.9% in July

Markets pages 10 & 11

Datawatch



Russia's military fragility exposed by broad retreat
Khar'kov rout — PAGE 3

Whistleblower says Twitter put profits before security as Musk seeks deal exit

HANNAH MURPHY — SAN FRANCISCO

The former Twitter security chief central to Elon Musk's attempt to back out of buying the social media company has accused its leadership of prioritising "profits over security".

In an appearance at the US Senate judiciary committee, Peter "Mudge" Zatkoff said that Twitter was "over a decade behind industry security standards".

His testimony has opened the company's cyber security practices to scrutiny and could shape the future of Musk's high-stakes legal battle to get out of his \$44bn takeover agreement.

Zatkoff, who was fired by Twitter in January and filed a whistleblower complaint to US authorities in early July, accused its executives of "misleading the public, lawmakers, regulators and even its own board of directors" over its

security practices. The security lapses were so severe that they threatened national security, he told lawmakers.

The accusations have been seized upon by Tesla co-founder Musk, who is already suing Twitter to get out of the takeover deal, arguing that Twitter underestimated and misled regulators on the number of bots on the platform.

Twitter shareholders yesterday voted to approve Musk's takeover bid, according to a preliminary count.

In his opening statement, Senator Charles Grassley said Twitter chief executive Parag Agrawal had refused to attend the hearing, claiming it would "jeopardise the ongoing litigation" with Musk. "If these allegations are true, I don't see how Mr Agrawal can maintain his position at Twitter," he added.

Twitter has previously said that Zatkoff was peddling a "false narrative" about

the company. It did not immediately respond to a request for comment.

Zatkoff, who has held senior cybersecurity positions at Google and the US defence department, described Twitter as failing to address its cyber vulnerabilities as it lurched from crisis to crisis.

Staffers did not "know what data they have, where it lives" and "have too much access to too much data", he said.

Leaders "lacked the competency to understand the scope of the problem, but, more importantly, their executive incentives led them to prioritise profits over security", he added.

Lawmakers also homed in on Zatkoff's allegations that foreign agents were able to get inside the company. Zatkoff said the FBI had told Twitter that at least one Chinese operative was on its payroll, but that it was struggling to log and track suspicious activity on its platform.

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Korea	₩4,500
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Pakistan	Rupese 350
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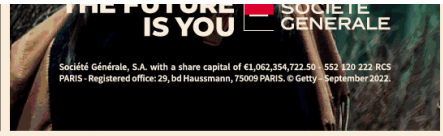
STOCK MARKETS				CURRENCIES				GOVERNMENT BONDS					
	Sept 13	Prev	%chg	Pair	Sept 13	Prev	Pair	Sept 13	Prev	Yield (%)	Sept 13	Prev	Chg
S&P 500	3980.27	4110.41	-3.17	\$/£	1.002	1.013	£/\$	0.998	0.987	3.75	3.55	0.19	
Nasdaq Composite	11770.58	12295.41	-4.04	\$/¥	1.154	1.171	¥/\$	0.866	0.854	US 10 yr	3.44	3.30	0.14
Dow Jones Ind	31480.15	32391.34	-2.76	\$/€	0.988	0.986	€/€	1.153	1.155	US 30 yr	3.55	3.45	0.10
FTSE100	1862.44	1886.54	-1.43	\$/₹	144.226	142.375	₹/\$	144.459	144.240	UK 2 yr	3.17	3.09	0.08
Euro Stoxx 50	3587.64	3646.51	-1.61	\$/₹	166.595	166.657	₹/€	77.677	77.274	UK 10 yr	3.16	3.08	0.08
FTSE All-Share	4056.12	4108.19	-1.27	\$/₹	0.962	0.964	₹/¥	1.109	1.114	UK 30 yr	3.49	3.45	0.04
CAC 40	6245.69	6333.59	-1.38	CRYPTO						JPN 2 yr	-0.08	-0.08	0.00
Xetra Dax	13198.95	13402.27	-1.59						JPN 10 yr	0.24	0.25	-0.01	
									JPN 30 yr	1.22	1.28	-0.06	

Dubai			
Nikkei	2814.63	29542.11	0.25
Hang Seng	18228.96	18362.25	-0.18
MSCI World \$	2719.01	2682.90	1.35
MSCI EM \$	979.05	970.29	0.90
MSCI ACWI \$	631.00	622.92	1.30
FT Wilshire 2500	5382.76	5306.45	1.06
FT Wilshire 5000	41886.58	41447.15	1.06

Etherium	1592.59	1716.68	-7.23
COMMODITIES			
Oil WTI \$	86.44	87.78	-1.53
Oil Brent \$	92.26	94.00	-1.85
Gold \$	1728.40	1713.40	0.76

GER 2 yr	1.38	1.30	0.08
GER 10 yr	1.73	1.65	0.08
GER 30 yr	1.79	1.75	0.05

A Nikkei Company



INTERNATIONAL

Financing crisis

Serbia seeks support over debt costs

Belgrade given \$1bn loan from UAE and urges IMF to help as interest rates rise

MARTON DUNAI — BUDAPEST JONATHAN WHEATLEY — LONDON

Serbia has turned to the IMF and the United Arab Emirates for help in handling its soaring debt costs, in a move that highlights the impact of higher interest rates and the economic downturn on Europe's emerging markets.

The IMF yesterday confirmed that Belgrade had called for discussions on a so-called standby arrangement. Such a move would allow Serbia to draw on IMF support in the event that Belgrade could not sell its bonds to investors.

tripled since early in the year from less than 2 per cent to more than 6 per cent. "You don't want to have a standby arrangement with the IMF if you're a stable country but maybe it's better to eat humble pie now to make sure you are not refinancing at more than 6 per cent," said Tamara Basic Vasiljevic, senior economist at Oxford Economics.

News of the IMF request comes after Abu Dhabi offered Serbia a \$1bn loan at 5 per cent. "If we were to enter the financial market, it would cost us at least two-and-a-half times more," said Aleksandar Vučić, Serbia's president, on Monday, adding that Belgrade was facing "resistance by all investors, because it's mostly western financial investors".

Serbia is one of several countries in central and eastern Europe, including Hungary and Romania, that has seen its borrowing costs soar after the US Federal Reserve and the European Central Bank's sharp increases in interest rates.

Serbia's most liquid euro-denominated bond was trading with a yield of 6.3 per cent yesterday, compared with 1.8 per cent at the end of last year.

While financing costs have risen across Europe, riskier borrowers such as Serbia have seen yields soar at a far faster rate. The gap between Serbia's yields and those of Germany has widened from 2.2 percentage points in January to just under 5 percentage points.

Credit rating agencies have warned Belgrade that its government and banking sector are exposed to funding risk owing to a high share of foreign currency loans. The outlook is becoming more downbeat. Its central bank believes a downturn in the eurozone, Serbia's biggest trading partner, is likely to weigh on growth, while the war in Ukraine has triggered a rise in inflation to 13.2 per cent in the year to August.

Serbia has also become more politically isolated from the rest of Europe

'Maybe it's better to eat humble pie now to make sure you are not refinancing at more than 6 per cent'

since the onset of Russia's invasion after it refused to join western sanctions against Moscow. The European parliament in its June report on Serbia urged Belgrade to "reassess its economic cooperation with Russia".

Vučić, who was re-elected for a new term as president in April, insists on keeping diplomatic channels to Moscow open even as Serbia continues to angle for eventual EU membership.

Abu Dhabi is already a major investor in Serbia, with UAE companies holding a stake in the national airline and developing a \$3.5bn project on the Danube riverfront in Belgrade.

Talks with the IMF will continue in coming weeks. The IMF and Belgrade will assess the situation and decide the size of overall financing needs as well as an appropriate response, the fund said. Serbia agreed a three-year, \$1.2bn standby arrangement with the fund in February 2015 but did not draw on it.

GLOBAL INSIGHT ROME

Amy Kazmin



Italy's rightwing 'frenemies' poised for turbulent coalition

In the photograph disseminated on social media, they look like a couple on a sun-drenched beach holiday — his arm is wrapped protectively around her shoulder, her head cocked demurely towards him.

But Matteo Salvini and Giorgia Meloni are in no intimate relationship. The two rightwing leaders are political "frenemies" working together in a joint quest for power in Italy's general election this month.

"We leave divisions, anger and controversy to the left. United, you win," Salvini said, sharing the seaside image on Twitter.

Polls suggest that the coalition between Meloni's Brothers of Italy, which has fascist roots, Salvini's far-right League and former prime minister Silvio Berlusconi's centre-right Forza Italia is on course for a decisive parliamentary victory over a fragmented opposition.

But the fraught relationship between Meloni and Salvini means stability and coherence are far from guaranteed if the coalition wins. Although they are eager to project a united front, many warn of turbulence ahead.

"It is not going to be an all-out war of the Roses between the League and the Brothers, but it will be a conflict of attrition," said Roberto D'Alimonte, a professor of political science at Rome's Luiss university. "They are competing even now, and they will compete even more after the election."

The two leaders have experienced dramatic changes of fortune in recent years. In 2018 parliamentary elections, the League won 17.6 per cent of the vote, finishing second behind the Five Star Movement. Meloni's party won just 4.3 per cent.

With Salvini enjoying a surge in popularity in 2019, the League won 34.4 per cent of the vote in European parliament elections, the highest of any Italian party. But his subsequent gambit to force snap elections by withdrawing from the ruling coalition with Five Star backed. Instead, a new coalition was formed without him.

Meanwhile, Meloni's decision to remain out of Mario Draghi's national unity government, formed last year, allowed her to monopolise the opposition space and dramatically increase her visibility.

Surveys now show Brothers of Italy enjoys the support of 25 per cent of Italian voters, against just under 15 per cent for the League. Though the rightwing leaders have agreed that the largest party in their bloc would be entitled to nominate the prime minister, Salvini, campaigning with a logo reading "Salvini premier", may not easily reconcile to his status as a junior partner in a Meloni-led government.

Personal rivalry will not be the only problem. Policy differences are also increasingly visible. Meloni has criticised Russia's invasion of Ukraine from the start, expressing support for Nato and the EU's punitive measures against Russia.

Salvini, who has not hidden his admiration for Russian president Vladimir Putin, has bemoaned the social and economic costs Italy is bearing because of sanctions.

Fiscal discipline is another friction point. With Italians reeling from rising energy prices, Salvini has pushed for Draghi's caretaker government to undertake additional public borrowing to fund new measures to shield consumers. Meloni, meanwhile, has urged caution and prudence, citing Italy's huge public debt.

Such disputes are likely to become more apparent as a new administration confronts Italy's economic and geostrategic challenges.

Daniele Albertazzi, a politics professor at the University of Surrey, predicted that Salvini would seek opportunities to carp about the government, to rebuild his own position while stoking disaffection against Meloni.

"I do not think he can afford to let Meloni play the part of the successful rightwing leader," said Albertazzi. "It is going to split the party. He would have to show that he is nobody's poodle."

amy.kazmin@ft.com

Cinema. Pioneer's death

Film director Godard dies aged 91

'Breakout star' of France's

New Wave movement hailed as inspiration for generations

LEILA ABBOUD — PARIS

French-Swiss director Jean-Luc Godard, who pioneered the Nouvelle Vague cinema movement with the 1960 film *A Bout de Souffle* (Breathless), has died aged 91.

Godard died "peacefully" and "surrounded by those close to him" yesterday in his home in Rolle, Switzerland, his family and producers told Agence France-Presse.

Liberation, the French newspaper that first reported the death, cited sources close to the family who said the director was not ill and had chosen to die with medical assistance as is permitted under Swiss law.

"He was a breakout star of French cinema," President Emmanuel Macron said in a tweet. "Then he became a master. Jean-Luc Godard, the most iconic-cinematic film-maker of the New Wave, invented an art that was resolutely modern and intensely free. We have lost a national treasure, the vision of a genius."

Critics have hailed Godard as one of the great postwar film directors who, during a particularly productive stretch in the 1960s, produced 15 features that challenged the visual style and narrative conventions of Hollywood. Hand-held cameras, jump cuts, and sometimes wandering dialogue became the trademark of Nouvelle Vague, a movement that influenced generations of filmmakers.

Godard was born in Paris in 1930, the son of a doctor and a banker's daughter. He was raised in Nyon, Switzerland, and returned to Paris for university. He started out as a film critic in the Latin Quarter where he and a group of friends that included future cinema greats such as François Truffaut and Eric Rohmer would watch several films a day. Godard wrote for the Cahiers du cinéma journal that helped to shape the New Wave movement.

With *A Bout de Souffle*, his first film,



On the run: Jean-Paul Belmondo with Jean Seberg in a scene from *A Bout de Souffle*, directed by Jean-Luc Godard, below



Godard made a star of the actor Jean-Paul Belmondo, who played a criminal on the run, and furthered the career of the American actress Jean Seberg in the role of his girlfriend.

Godard and his work were often radical and tinged with political ideas pulled from Marxism and anti-imperialism in vogue on the left in the 1960s and 1970s. Later in his career, he would criticise the ever-growing role of television, saying it was an inferior art.

"Cinema is a forgetting of reality," he told *Le Monde* in 2014.

He went on to make films throughout his life, and theorised and wrote about film history. In the eight-part video documentary *Histoire (s) du cinéma* released from 1988 to 1998, Godard created an impressionistic collage of quotes, interviews and sequences that showed his essence as a cinephile.

Godard influenced many filmmakers including Martin Scorsese and Quentin

Tarantino. American director Jim Jarmusch said he had been inspired by *A Bout de Souffle* when he made the film *Stranger Than Paradise* to turn the constraints of having little money into an artistic advantage.

Figures from across the film business paid tribute to the director. Brigitte Bardot, the French actress who starred in Godard's 1955 film *Le Mépris* (Contempt), posted a black-and-white photo of them walking down a set of stairs together. "By making *Contempt* and *Breathless*, Godard joined the firmament of the last great creators of stars," she said.

Antonio Banderas, the Spanish actor and director, thanked "my mentor Jean-Luc Godard for expanding the boundaries of the language of cinema."

Calling Godard the "Picasso of cinema", Gilles Jacob, a critic who headed the Cannes film festival from 2001 to 2014, said the film world had been

orphaned by the director's passing. "Ahead of his time, he played with words, images, sound, and colour," he said.

As a young man, Godard was no fan of the Cannes film festival, leading a march to disrupt the event to support the May 1968 student protests that were then raging in Paris. "We should be demolishing the structures of Cannes," he said, according to an AFP report at the time. "I'm talking to you about solidarity with the students and workers and you're talking to me about tracking shots and close-ups"

Godard did go on to win awards at Cannes, for two of his late-career films, and also won an Oscar for his lifetime achievements.

Godard was married twice, to two actresses who appeared in his films — Anna Karina and Anne Wiazemsky — and is survived by his partner Anne-Marie Miéville.

Environment

EU delays cut in pesticide use citing crop output and price fears

ANDY BOUNDS — BRUSSELS

The EU is delaying plans to halve the use of pesticides over fears the move could cut food production and raise prices of critical products in the bloc.

The Sustainable Use of Pesticides regulation intends to halve chemical use by 2030. But an impact assessment found implementation would probably reduce

and say richer EU states can afford less harmful alternatives.

Poland has led a group of 10 states that have demanded exemptions to the law. Janusz Wojciechowski, the EU agriculture commissioner, is Polish.

Even countries usually more sympathetic to green measures argue that the move to cut usage when companies had yet to develop more sustainable replacements was irresponsible, said one EU

not do it overnight," the diplomat said.

"The situation has changed since the green agenda was designed. It is not acceptable to cut production. We have to reform but this is not the way to do it."

Copa-Cogeca, the EU farmers' lobby group, is pushing for a host of green initiatives to be delayed or abandoned. It says farmers are already reducing the amount of crops they plant because of rising costs, mostly caused by soaring

a fall of 7 per cent compared with 2021. Imports from Ukraine and Russia have also fallen because of the war.

Christiane Lambert, co-president of Copa-Cogeca, said on Monday that the pesticide cut was "not realistic".

"We may not be able to meet consumption demand if we see some of those products being removed due to the directive," she said. "It is important that this decision should be taken based

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Ukrainian military officials have said that increased energy costs for food producers and cut imports from those countries of grain and other produce.

The European Commission made the proposal in June but the Council of the EU, representing member states that must approve it along with the European parliament, is dragging its feet, said four people familiar with the issue.

"This is a toxic topic," said one. "In countries such as Spain if you impose a 50 per cent cut in the usage, you would have a major cut in output. Even inside the commission, there have been some indications of misgivings. We hope the council will torpedo it."

The regulation is particularly unpopular in eastern Europe, where countries generally use lower levels of pesticide

levels of pesticides, which is a major concern for farmers.

"The time and the way to implement it has to be discussed. We need to ensure that there are alternatives and we can

ensure that the impact on the environment is minimal, and that the impact on the economy is also minimal.

The group estimates that the EU grain harvest will be 269mm tonnes this year,



Pest control: a farmer sprays chemicals on a potato crop in the Somme department of northern France

on science, not politics."

The regulation also includes a ban on all chemical pesticides in areas such as public parks or gardens and other urban spaces.

The Czech Republic, which holds the rotating presidency of the EU, has said it would not find a compromise on the directive before year-end. "Discussion has only just started," said the EU diplomat. "It's a difficult file, which will take time and compromise but things are moving," said another.

"It is a priority but member states have a lot of comments so we have to go through all of them," said a third EU diplomat.

The commission declined to comment.

Wednesday 14 September 2022

FINANCIAL TIMES

3

INTERNATIONAL

Ukraine steps up north-east counteroffensive

Forces battle for string of towns in Donbas region as Moscow troops retreat but Washington warns of tough fight ahead

ROMAN OLEARCHYK — KYIV

Ukraine's armed forces are battling for control of a string of towns in the Donbas region, as Kyiv's counteroffensive pushes east against Russian troops.

Serhiy Hayday, the exiled Ukrainian head of the Luhansk region, said yesterday that fierce battles were under way in Lyman, a town east of Izyum, a big military command post from which Russian forces fled days earlier.

The region, from Izyum to northern parts of Luhansk, had been used by Russia for months as a staging area for its push to capture the last corner of Donbas not yet under its control. If Kyiv retakes the area, it would make it all but

impossible for Russia to encircle Ukrainian forces there.

"We are monitoring the situation in Lyman — the liberation of which is key for our region, fighting is still going on around the city," Hayday said in a Telegram post yesterday.

Ukrainian soldiers on Monday posted photographs of themselves in the nearby town of Svyatohirsk, claiming they had fully recaptured it.

Ukrainian military officials have said in recent days they have taken more than 3,000 sq km of terrain in what has become Moscow's biggest military setback since it was forced to scrap plans to conquer Kyiv. But late on Monday night, President Volodymyr Zelenskyy practi-

cally doubled those claims as Ukraine's forces continued to advance.

"From the beginning of September through today, our soldiers have already liberated more than 6,000 sq km of Ukrainian territory — in the east and south," he said. "The movement of our troops continues."

Serhiy Kuzan, a defence ministry adviser, said that after capturing Izyum and Kupiansk, the railway hub to its north, Ukrainian forces could sever a big supply line for Russian forces in the Luhansk towns of Severodonetsk and Lysychansk.

The capture of both towns — then the last Ukrainian-controlled cities in Luhansk — in the summer was a big

symbolic victory for Moscow after months of grinding artillery battles.

Hayday suggested Russian troops had also started leaving the town of

'Our soldiers have already liberated more than 6,000 sq km . . . The movement of our troops continues'

Kremenna, 25km north of Severodonetsk, but warned they had returned to the north, after initially fleeing.

Some western officials have been emboldened by Ukraine's progress, say-

ing recent advances have bolstered the case for Nato countries and partners to provide Kyiv with lethal aid.

A senior US defence official said Washington and its allies were discussing Ukraine's longer-term needs, such as air defences, and whether it might be appropriate to give Kyiv fighter aircraft in the "medium to longer term". To date, the US and its allies have not done so.

Karine Jean-Pierre, White House press secretary, said the US and its allies had "worked to fulfil the Ukraine request for what they need to be successful on the battlefield — and that's what we're going to continue to do".

The US has already allocated much of the \$40bn aid package for Ukraine that

President Joe Biden signed into law in May, a package meant to last until the end of September. Biden has asked Congress for about \$13bn more in assistance for the country, including lethal aid, and Washington is expected to announce another weapons package within days.

But Washington considers that Ukraine still faces a tough fight. US secretary of state Antony Blinken said that while Ukrainian forces had made "significant progress" in their counteroffensive, it was "too early to tell exactly where this is going".

The Russian defence ministry has acknowledged its troops have pulled back in the Kharkiv region, but authorities have avoided calling it a retreat.

Conflict in Europe. Retreat backlash

Kharkiv rout exposes Russia's military weakness

Pro-war pundits rail at Putin for reluctance to strengthen invasion force through call-up

BEN HALL — LONDON POLINA IVANOVA — BERLIN

When Russian forces retreated from north-eastern Ukraine this past weekend, military bloggers and pro-war commentators knew what to blame: President Vladimir Putin's reluctance to conscript more soldiers.

Russia is fighting in Ukraine, "but we are doing it without engaging the HUGE CAPACITY OF THE RUSSIAN STATE", Yuri Kotenok, a pro-war blogger, wrote on Telegram. "And you can't win doing things by halves."

Kotenok continued: "The state must be mobilised for war and for victory. That's the only way . . . Everyone must work, from the last man to the first man. Everyone must be focused on winning this war."

The retreat of Moscow's forces in north-eastern Ukraine has again exposed the weaknesses of the Russian military machine and its shortcomings in terms of manpower, morale, intelligence and command.

As when Ukrainian resistance forced the invading troops from Kyiv's outskirts in March, criticism of the Russian high command and of Putin's refusal to intensify the war effort with a general conscription has spilled into the open, with pro-war commentators and military bloggers venting their anger.

"We have to be honest, we've been defeated in the battle (full stop)," wrote Yuriy Podolyaka, a Crimea-based video blogger whose daily battlefield updates have garnered him a following of almost 2.4m on Telegram.

"The current defeat in Kharkiv is the result of the fact that so far many in the defence ministry are trying to ignore the problems that were revealed during the first months of the war," Podolyaka said in a post on Saturday amid reports of Russia's retreat from the region.

Russian military bloggers, some of whom are embedded with frontline troops, raised the alarm about a build-up of Ukrainian forces north of Balakliia in late August. But Russian commanders appear to have not res-



Under cover: Russian artillery in action at an undisclosed location in the Kherson region of southern Ukraine in a photo provided by Moscow

Russian Defence Ministry press service/EP/REX

exhausted," said Dimitri Minic, an expert on the Russian military at the French Institute of International Relations, a think-tank.

The problems do not end there, he said. "Things are going equally badly in terms of military material: Russia has already lost too much advanced military hardware and, contrary to the Ukrainian army, is condemned to increasingly use old and low-performance equipment of which it has vast quantities."

The haste with which Russian troops in the Kharkiv region last week abandoned their positions and equipment, including tanks and caches of weapons, provides more evidence of low morale. The Institute for the Study of War said Ukraine had used its western-supplied long-range rockets, known as Himars, to degrade Russian supply lines.

Several bloggers embedded with Russian battalions in the east decried poor communications and the difficulties caused by the army's hierarchical, bureaucratic nature. Podolyaka, the Crimea-based video blogger, pinpointed a lack of co-ordination between Russian aviation and artillery.

But for pro-war commentators, the biggest issue remains the lack of Russian troops, even though many western commentators say it would take months to add trained soldiers on a large scale.

Mass conscription has been introduced only in the Russia-backed separatist areas of Donetsk and the Luhansk People's Republic. There, men have been sent to the front lines within days of being picked up by recruiters off the street. Several unit commanders have complained that they are leading men with no experience of war, that equipment is poor and morale is low.

Igor Girkin, a former Russian intelligence officer who led separatist forces in the conflict Moscow sponsored in eastern Ukraine in 2014, has said the government is setting itself up for defeat by not going in for a full-blown war. On Monday, he shared a video from July in which Andrey Turchak, a senior Russian politician, visited the eastern Ukrainian city of Kupiansk, which had just been captured by Russian troops.

"Clearly, Russia is here forever," Turchak said, speaking to the camera. "Ukrainian forces recaptured Kupiansk last week."



Ukraine seeks to consolidate gains in the east

ported by bringing in reinforcements.

Mykola Bielskov, research fellow at the National Institute for Strategic Studies in Kyiv, said Russia lacked the numbers for a multi-layered defence in the north-east after it redeployed troops to prepare for a Ukrainian counter-offensive in the south around Kherson. Once Ukrainian forces broke through around Balakliia, there was nothing to stop them surging forward.

Bielskov estimates Russia has sent 200,000 to 250,000 troops to Ukraine. The US estimated last month that 70,000 to 80,000 of that force had been killed or wounded since the invasion on February 24. Moscow's troops, deployed along a 1,500km front line, are stretched too thin. By contrast, Ukraine now claims total armed forces of 1.1m.

"The one thing [the counter-offensive] shows is that they're having trouble generating soldiers. They simply didn't have enough to hold the line," said

Phillips O'Brien, professor of strategic studies at the University of St Andrews.

Russia's forces have also become weaker since their peak strength at the start of the invasion, O'Brien said, while Ukraine's are becoming stronger, adding trained troops and advanced western weaponry.

Putin maintains that Russia is conducting only a "special military operation", so unlike Ukraine, is not officially at war. As such, Moscow is not supposed to be deploying regular conscripts to the front and has instead sought to assemble volunteer battalions and relied on other forces, such as the Rosgvardiya domestic militarised police force.

News outlets have reported that the Wagner mercenary group, which is also fighting in Ukraine, is recruiting in Russia's prisons and penal colonies.

"Russia lost the best parts of its army during the first weeks, and the remaining best parts are overexploited and

Black Sea route

Kyiv and Kremlin urged to agree fertiliser deal

LAURA PITEL — ANKARA HENRY FOY — BRUSSELS

If successful, such a deal would allow 22m tonnes of the chemical component. tary setback Kyiv has inflicted on Russian forces will weigh on the talks.

Gas crisis

Germany sets up €67bn energy backstop

GUY CHAZAN — BERLIN

port to electricity producers, to avert what the Finnish economy minister

ministry granted the government the authority to borrow billions of euros for

The UN is pressing Russia and Ukraine to agree a deal on chemical exports through the Black Sea in a bid to ease global fertiliser prices and solidify Vladimir Putin's commitment to the current shipment agreement on grain.

Diplomats from the UN have called on Kyiv and Moscow to reopen a pipeline carrying ammonia, an ingredient in nitrate fertilisers, from Russia to Ukraine's Black Sea coast, said three people briefed on the talks.

Rebecca Grynspan, the UN official leading the task force, said: "Talks are moving in the right direction and every effort is being made by all parties at every level to ensure a positive outcome."

The proposal is part of an agreement on food and fertiliser promised to Putin in exchange for backing a grain deal between Moscow and Kyiv in July. It would allow Russian ammonia to use the same sea corridor as almost 3mn tonnes of wheat, corn and other foodstuffs shipped from previously blocked Ukrainian ports.

worth about \$2.4bn at current prices, to be shipped each year from Russia, said people briefed on the talks.

Negotiators hope it could help assuage a global food crisis as well as bolster the existing deal on grain by giving Putin more of a stake in its success.

Every effort is being made by all parties at every level to ensure a positive outcome

Discussions have intensified in recent weeks. The Kremlin and the Ukrainian governments did not immediately respond to requests for comment.

Putin criticised the grain deal last week, raising fears it could collapse. His complaints, in which he wrongly claimed most of the grain was not headed for poor countries, were echoed by Turkey's president Recep Tayyip Erdoğan, who helped to broker the grain deal. The two leaders are meeting in Samarkand, Uzbekistan, this week. It is unclear whether the recent mili-

Russia was supplying 20 per cent of the world's seaborne cargoes of ammonia before Moscow's invasion of Ukraine, according to research company ICIS.

Fertiliser prices have more than doubled in the past year, said the UN, partly because a pipeline linking Samara in south-west Russia and the Ukrainian port of Pivdennyi was halted in February. The pipeline used to carry about 2.3mn tonnes of ammonia a year, according to data provider Argus Media.

The UN is also seeking the release of 20,000 to 40,000 tonnes of ammonia from Pivdennyi, said two of the people.

Kyiv would benefit from revenues in the "high tens or low hundreds" of millions of dollars in transit and port fees, said one. The UN is also pushing Moscow to allow grain shipments from Mykolayiv, which has been under heavy Russian artillery fire and is close to a Ukrainian offensive around Kherson.

A sticking point is how to share the revenues, and whether to hold them in an escrow account until the war is over. Additional reporting by James Politi in Washington, Emiko Terazono in London, Polina Ivanova in Berlin and Roman Olearchuk in Kyiv

Germany has repurposed a Covid-19 bailout fund to support struggling energy companies, amid concerns that soaring gas prices will trigger a wave of insolvencies across the European energy sector.

KfW, the state development bank, will be able to deploy €67bn in loan guarantees and liquidity assistance, according to officials, drawing on access to funds that were originally earmarked for companies hit by the pandemic.

Governments across Europe are under pressure to support their domestic energy companies after Russia's decision to suspend gas shipments through the Nord Stream 1 pipeline, which connects the country to Germany. The move, which followed EU and US sanctions on Russia after its invasion of Ukraine, has pushed up prices.

Many European energy firms have appealed to their governments to help protect them from default or failure. Earlier this month, Switzerland's largest renewable electricity producer Axpo and Finnish utility Fortum both secured big state-backed credit lines.

Around the same time, Finland and Sweden unveiled €33bn in liquidity sup-

ported "all the ingredients for the energy sector's version of Lehman Brothers".

The new German measure is not the first intervention by Chancellor Olaf Scholz's government to help gas importers forced to pay higher prices.

Uniper, the biggest casualty of the rescue effort: Olaf Scholz's government is fighting to stop companies falling into insolvency



energy crunch so far, has been granted a government bailout now totalling €19bn. Last week VNG, another big gas importer, also asked the government for help to stay afloat.

Scholz's government plans to use the "economic stabilisation fund" (WSF) that was set up in 2020 at the start of the pandemic to help companies pushed to the brink of insolvency by repeated lockdowns and other public health measures. It was the government's mechanism for bailing out Lufthansa after the airline failed in 2020. During the pandemic, the finance

the WSF. This authorisation will now be transferred to the KfW to allow it to support the energy sector.

This "expands the [KfW]'s ability to provide stabilisation aid to energy suppliers", officials said. "We're talking about a minimally invasive measure which can be implemented quickly."

The KfW has emerged as one of the German government's main instruments in helping energy companies survive the gas crisis.

It is already providing them with funds to allow them to fill up gas storage ahead of the winter heating season and to build import infrastructure for liquefied natural gas (LNG).

It has also provided credit lines for energy companies faced with rising collateral demands.

Norwegian oil and gas group Equinor has estimated that European energy companies need at least €1.5tn to cover the extra collateral payments on their trades, known as margin calls.

Scholz's government is expected to approve the loan guarantee plan, which was first reported by the Handelsblatt newspaper, at a regular cabinet meeting today.

INTERNATIONAL

Military aid

US weighs impact of Taiwan security bill

Senate vote spurs debate on policy towards Taipei and the response of China

DEMETRI SEVASTOPULO — WASHINGTON

The US Senate foreign relations committee is poised to vote on a bill that would finance weapons exports to Taiwan for the first time and dramatically reshape relations with Taipei amid rising pressure from China.

The Taiwan Policy Act contains dozens of measures to boost Taiwanese security and deter a China attack. It would also force the White House to impose sanctions on big Chinese financial firms in response to any "escalating hostile actions in or against Taiwan".

The bill, to be voted on today, would provide Taiwan with \$4.5bn in weapons and security assistance over the next four years — a change that goes far beyond existing policy under which Taiwan pays for arms approved for export by the US administration. The TPA would also create a \$2bn loan facility to help Taiwan buy more weapons and make it eligible for a war reserve stockpile programme.

Coming on the heels of China's military exercises in response to House Speaker Nancy Pelosi's trip to Taipei last month, the bill has sparked debate in the US about how to support Taiwan. Its backers say the US must do more to help, while some worry that certain provisions will antagonise China yet do very little to secure Taiwan.

"If the bill passes in its current form, we're really in for a major crisis," said Bonnie Glaser, a China expert at the German Marshall Fund. "China will feel compelled to respond very strongly." Supporters such as Republican congressman Michael Gallagher said the TPA was long overdue. "The failure of deterrence in Ukraine shows that we cannot wait until the shooting has started to provide critical weapons to Taiwan," he said.

Robert Menendez, the Democratic head of the Senate foreign relations committee who co-sponsored the bill, has called it the "most comprehensive restructuring" of US policy towards Taipei since the 1979 Taiwan Relations Act, which requires Washington to provide Taiwan with weapons to maintain a

"sufficient self-defence capability".

The Chinese embassy in Washington said the TPA would change the longstanding US "One China" policy and was "extremely egregious". Under the policy, the US recognises Beijing as the government of China and acknowledges — without endorsing — its view that Taiwan is part of China. "Once passed as law, it will have a subversive impact on China-US relations and send a gravely wrong signal to the 'Taiwan independence' separatist forces," said Liu Pengyu, the embassy spokesperson.

The bill would also amend the Taiwan Relations Act to say that Washington must provide weapons to Taiwan to help it implement a strategy "to deny and deter acts of aggression" by the People's Liberation Army.

The TPA includes several symbolic elements, such as formally designating Taiwan as a "major non-Nato ally". While US law already treats Taiwan as such, Glaser said China views a formal designation as akin to resurrecting the US-Taiwan mutual defence treaty that ended in 1979, when the US switched diplomatic recognition from Taipei to Beijing. The bill would also let Taiwan rename its de facto embassy in Washington, the Taipei Economic and Cultural Representative Office, as the Taiwan Representative Office.

Jessica Drun, non-resident fellow at the Atlantic Council, said the symbolic parts of the bill "may do more harm than good, especially if they are viewed [by China] as a further 'hollowing out' of existing US policy towards Taiwan".

Environment

Congress poised for battle over energy project approvals

AIME WILLIAMS — WASHINGTON

A US push to speed up environmental reviews for power lines, gas pipelines and other infrastructure is running into resistance in Congress, with some lawmakers wary of enabling fossil fuel production even if legislation also supports a cleaner power grid.

Democratic Senator Joe Manchin has estimated that European energy companies need at least €1.5tn to cover the extra collateral payments on their trades, known as margin calls.

The pace of review under US environmental laws, and litigation that often follows, has long frustrated oil and gas pipeline companies. A government survey found that between 2010 and 2018, the median time to complete a federal environmental review was 3.5 years.

But regulatory obstacles also impede developers of carbon-free power sources such as solar and wind farms. Projects such as new long-distance transmission lines are critical for delivering their electricity to markets.

Manchin's published wish list includes a maximum two-year permitting review for big projects, a statute of limitations for court challenges to regulatory approvals and enhanced federal permitting authority for interstate power lines, which require the assent of a patchwork of states in their path.

Clean-energy advocates say there is a dire need to reform the way power lines are permitted. Gregory Wetstone, chief executive of the American Council on Renewable Energy, compared the construction of interstate power lines with the building of the interstate highway system decades ago.

"We don't have that ability to build an interstate transmission line. If this is how we tried to build our highway system in the 50s, we would have 50 different road systems that cannot connect to one another," said Wetstone. "It doesn't work."

The National Environmental Policy Act, passed in 1970, imposed rigorous reviews of the impact of highways and other big infrastructure projects under federal purview.

Climate advocates worry that the early proposal offered by Manchin and Chuck Schumer, the Senate majority leader, will also fast-track oil and gas projects that add to carbon emissions.

A leaked copy of draft legislation that has been circulating among climate groups, seen by the Financial Times, specifies that president Joe Biden would need to pick five fossil fuel projects to expedite as part of the bill.

"This bill is a travesty," said Kassie Siegel, director of the Climate Law Institute at the Center for Biological Diversity. "The purpose of this legislation is to benefit the fossil fuel industry."

Climate campaigners opposed the two-year limit on reviews and amendments to reviews of projects under the Clean Water Act, which states and environmental groups have used to stop energy infrastructure.

In the Senate, the leftwing Senator of Vermont last week rallied against what he called Manchin's "side deal," calling it a "huge giveaway to Big

Monarchy. Diplomacy

Charles faces Commonwealth test at funeral

King to meet leaders of countries that question the institution's relevance

WILLIAM WALLIS AND JAMES BLITZ LONDON

King Charles faces a delicate task ahead of his mother's funeral: stewarding leaders of the 56-member Commonwealth who have questions about the future of the organisation on their mind.

The Commonwealth has evolved and expanded since its creation from the ashes of the British empire, and has been held together in part by Queen Elizabeth, who saw sustaining the organisation as a central part of her role.

But King Charles comes to the throne and becomes head of the organisation at a time when critics say it has lost some of its sense of purpose, with Britain's influence in the world in decline and republican voices strengthening in some of the 14 member states that have the British monarch as head of state.

While expressions of sympathy from Commonwealth states have poured in since the Queen's death, opinion within them is divided over what the organisation stands for and what the role of a British hereditary monarch should be on a global platform in the 21st century.

"There is this whole question of 'what does it do for us?'" said an African official who has been involved with the Commonwealth for years. "It doesn't give aid. It no longer provides scholarships. We are not sitting around discussing democracy in Zimbabwe. The one thing younger people do see is the Commonwealth Games."

For King Charles to consolidate his own role in the organisation, the official added, he would have to spend time with its leaders, in particular those from smaller states such as Fiji or Lesotho, for whom the association helps amplify their voices on the international stage.

"The Queen always seemed to make a point of it. If a leader was in town it was either an official visit or she would have them to tea," he said. "It remains to be seen how much priority King Charles will be giving it."



Old ties: the then Prince Charles meets well-wishers in the Cayman Islands in 2019. The future of the Commonwealth has come into fresh focus with his ascension to the throne

look forward to their deepening in the years ahead". When Elizabeth came to the throne in 1952, the Commonwealth in its current form had been in existence for only three years. It brought together the former nations of the empire as London was pressing ahead with decolonisation. In the decades since, the organisation has strengthened links between member countries and offered practical diplomatic and economic support, from election monitoring to promoting security co-operation.

Although the Queen was careful not to interfere in political matters in Britain, she at times used her influence on issues relating to the Commonwealth.

According to one of her biographers, Ben Pimlott, she played an important behind-the-scenes role during the 1979 Commonwealth summit in Lusaka, bringing together Margaret Thatcher, then the new prime minister, with southern African leaders. The meeting was a precursor to the Lancaster House

Philip Murphy, professor of British and Commonwealth history at the University of London, has also documented the Queen's strong opposition to Britain's commercial dealings with South Africa during the apartheid era. She was said to be disturbed by Thatcher's hostility to sanctions in the 1980s.

"I don't think anyone can command the respect that the Queen did in the Commonwealth and beyond," said Richard Uka, former director of communications at the Commonwealth secretariat and a national of Nigeria, Trinidad and Tobago and Britain. "(King Charles) has other interests but I think he also has a deep understanding and appreciation of what his mother has put into the Commonwealth to sustain it."

In her final years, the Queen was determined that her heir should also succeed her as Commonwealth head, despite scepticism from some of its leaders who felt the role should rotate in future. Charles gradually became more

'It remains to be seen how much priority King Charles will be giving it'

from the Queen at a summit in 2018. He takes over with some of the ties that held the organisation together, particularly in the Caribbean. In July, he told Commonwealth leaders in Rwanda that it was up to each member to decide whether to keep the monarch as head of state, adding that "arrangements such as these can change, calmly and without rancour".

Barbados last year elected to become a republic and soon after Prince William and his wife, Catherine Middleton, had a difficult tour of the region, facing calls for slavery reparations.

On Friday, one Jamaican newspaper suggested the Queen's death the previous day would make it easier to "break with the monarchy".

Helen Clark, the former prime minister of New Zealand, was more hopeful. "King Charles has also travelled very widely in the Commonwealth and I think it will be a priority for him also to be out and about renewing the ties in his

leaders he treasured "the friendships we have built over these past 70 years, and

accord that led to Rhodesia achieving independence as Zimbabwe.

active in the organisation and his succession was endorsed after pleading

new capacity . . . he will bring his own touch to it," she told the BBC.

Oil to drill, produce and sell more fossil fuels".

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Philanthropy

Gates warns of war's toll on foreign aid and green goals

ANDREW EDGECLIFFE-JOHNSON
NEW YORK
SARAH NEVILLE — LONDON

The Ukraine war is straining Europe's commitment to international aid and climate action, said Bill Gates, warning the world is on track to miss most of the UN Sustainable Development Goals its leaders committed to meet by 2030.

"This is the toughest set of challenges global development has faced," said the co-chair of the world's largest private philanthropic organisation. He hoped Liz Truss's new UK government would not cut the overseas aid budget further.

EU countries contribute almost half of all official development assistance. Gates said the costs of donor countries' pandemic response had made the politics of aid harder, but "the Ukraine war, I'd say, is even worse" because of Europe's outsized spending in areas from food security to gender equality.

The war was stretching their budgets with defence, refugee and shipping costs and electricity subsidies.

As deadlines near to replenish the Aids, malaria and TB-fighting Global Fund, and the Global Polio Eradication Initiative, "our goal is . . . to highlight that these budgets shouldn't be cut if at all possible".

The UK, the biggest donor to the Gavi vaccine alliance, cut overseas aid spending from 0.7 per cent of gross national income to 0.5 per cent in 2020, citing the Covid-19 crisis. Rishi Sunak, then chancellor, said last year that the cut would be reversed in 2024-25.

"In the near term we're not going to get an increase back to 0.7 [per cent], but we're hoping to maintain the 0.5 per cent," Gates said.

In 2015, almost 200 countries signed up to UN targets to address hunger and climate change. In their annual progress report yesterday, Gates and Melinda French Gates, his ex-wife, said: "Seven years in, the world is on track to achieve almost none of the goals." As matters stood, "we'd need to speed up the pace of our progress five times faster to meet most of our goals", they added.

Pandemic

WHO says 17mn people in Europe suffered long Covid

JAMIE SMYTH — NEW YORK

At least 17mn people in Europe experienced long Covid during the first two years of the pandemic, World Health Organization modelling suggests, highlighting the scale of the public health challenges posed by a condition that encompasses cognitive problems, fatigue and shortness of breath.

The modelling, based on data compiled by researchers at the University of Washington, also showed women were twice as likely as men to experience the condition, which is typically defined as symptoms experienced for 12 weeks or more after a Covid-19 diagnosis.

Researchers found a three-fold rise in new long Covid cases identified between 2020 and 2021. The findings, published yesterday, suggest the rise was driven by a surge in Covid infections in late 2020 and throughout this year.

"In the first two years of the pandemic, at least 17 million individuals across the 53 member states of the WHO European region may have experienced

post COVID-19 condition, also known as long Covid," the WHO said. The modelling, conducted by the Institute for Health Metrics and Evaluation at the University of Washington, represents estimates rather than actual numbers.

Long Covid is a broad term covering symptoms that IHME researchers divided into three groups: fatigue with bodily pain and mood swings, cognitive problems and shortness of breath. The modelling suggests almost 145mn people around the world suffered from any of the three main long Covid symptoms in 2020 and 2021, according to Christopher Murray, IHME director.

Dr Hans Henri P Kluge, WHO regional director for Europe, said the new data highlight the urgent need for more analysis, investment and support.

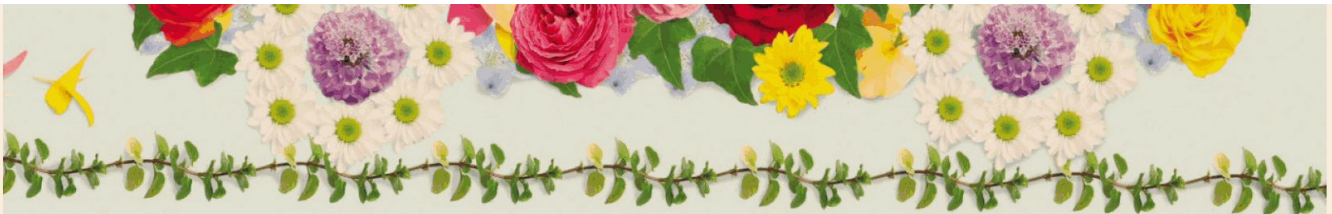
"Millions . . . are suffering debilitating symptoms many months after their initial Covid-19 infection," said Dr Kluge. "They cannot continue to suffer in silence. Governments and health partners must collaborate to find solutions based on research and evidence."

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Companies & Markets

Nikola founder pumped stock, prosecutors say in fraud trial

- Milton made 'false' claims, court told
- Trucks entrepreneur denies charges

CLAIRE BUSHEY — CHICAGO
ORTENCA ALIAJ — NEW YORK

Trevor Milton, the founder of Nikola, masterminded a scheme to cheat investors by driving up his electric vehicle company's shares, prosecutors alleged at the start of his trial on criminal fraud charges.

Nikola's former chief executive sat in a grey suit during opening arguments in Manhattan yesterday, as assistant United States attorney Nicolas Roos told jurors that he had lied to "innocent investors" and become a billionaire overnight by doing so.

The battery-powered truck company had been a darling of investors, with a valuation of \$30bn that briefly surpassed that of Ford Motors. Its stock

"Trevor Milton was committing securities fraud and wire fraud to pump his company's stock so he could get rich," Roos said.

Roos set the tone for how prosecutors will try the case, repeatedly accusing Milton of lying about his company's capabilities and purposefully promulgating the lies on platforms where he knew ordinary investors were listening.

The prosecutor said Milton had made multiple "false and misleading statements." He had said that customers had placed binding orders worth billions in revenue, rather than reversible reservations, and that Nikola had developed batteries and other components when it was buying them from suppliers.

Jurors were told about a now-notorious marketing video for an early Nikola prototype that appeared to be driving forward but in fact lacked a propulsion system and was rolling downhill.

Nikola agreed in December to pay a \$125mm penalty to settle a civil fraud case brought by the US Securities and Exchange Commission. The company neither admitted or denied wrongdoing.

Marc Mukasey, an attorney for Milton, called the lawsuit "prosecution by distortion," as a definition of the word was projected to the room.

He highlighted that Milton had hired "the best and the brightest" to work at Nikola as well as "great accountants" EY, all of whom shared his belief and faith in the company.

Without naming Hindenburg Research, Mukasey said the company had been attacked by a report that was intended to "obscure and distort" and

Milton was accused of promulgating lies on platforms where he knew investors were listening

price began to plummet in September 2020 after Hindenburg Research, a short selling group, issued a report claiming that Nikola was an "intricate fraud".

Milton, who resigned as executive chair and chief of the Arizona manufacturer two years ago, is charged with four counts of fraud. He is accused of misleading investors as he touted Nikola on Twitter and in interviews, driving the value of his own shares from \$844mm when the New York-listed company was valued at \$30bn to the current level

War chest UBS to raise dividend and share buyback after dropping Wealthfront deal



Investor uplift: UBS says it is likely to upgrade its share repurchases and dividend — Joe Cardini/Bloomberg

OWEN WALKER
EUROPEAN BANKING CORRESPONDENT

UBS has proposed raising its dividend and buying back more shares just days after scrapping a \$1.4bn acquisition of US financial technology company Wealthfront.

The Swiss lender said yesterday it would seek approval from shareholders to increase its ordinary dividend for 2022 to \$0.55 a share, a 10 per cent increase from last year.

The bank also said it planned to exceed its goal of buying back \$5bn of shares this year, having already bought more than \$4.1bn in 2022.

a deal for Wealthfront, which would have been its biggest acquisition since the financial crisis.

The bank did not provide an explanation for terminating the deal for Wealthfront, a robo-adviser with close to 500,000 customers and \$27bn of assets under management.

A person close to the deal said a significant factor in its decision was the steep drop in valuations for tech companies. A Financial Times analysis this summer revealed that recently listed fintechs had fallen an average of more than 50 per cent since the start of the year, compared with a 29 per cent drop in the Nasdaq Composite.

by UBS as part of chief executive Ralph Hamers' strategy to focus on the US mass affluent market, targeting clients with \$250,000–\$2mm of assets. The fintech would also have brought a high number of millennials and Generation Z customers — a traditionally hard group to attract for wealth managers.

Analysts had welcomed the termination of the Wealthfront deal as they had grown frustrated at the lack of disclosed financial information from the fintech, making the merits of the deal hard to quantify.

"Given the fall in fintech valuations year to date and better alternatives to wealth management, we think UBS'

JPMorgan warns of slide in investment banking fees

JOSHUA FRANKLIN — NEW YORK

JPMorgan Chase's third-quarter investment banking revenues could be as much as 50 per cent down on last year's, one of the bank's most senior executives warned yesterday.

Speaking at an industry conference, JPMorgan president and head of the corporate and investment bank Daniel Pinto said he expected third-quarter investment banking fees to be down 45-50 per cent on the \$3.5bn achieved a year earlier, having fallen 44 per cent in the first six months of 2022. The bank will announce its results on October 14.

The gloomy forecast for the largest US bank by assets underscores the anxiety on Wall Street over a dealmaking slowdown amid economic uncertainty, war in Ukraine and unresponsive debt markets for leveraged buyouts.

The slump in fees follows a blockbuster 2021 and has raised the spectre of lower bonuses and potential lay-offs on Wall Street. Goldman Sachs is planning to start a job-cutting programme in the coming weeks.

Pinto said JPMorgan would "adjust over time to whatever we believe is a medium-term structure needed, and overall banking business size needed, to cater to that wallet size".

"You need to be very careful when you have a bit of a downturn, to start cutting bankers here and there, because you will hurt the possibility for growth going forward," Pinto said. "So if anything in an environment like this, there may be some very, very top bankers that you could not access or hire in the past and now they're available to be hired."

Given that the bulk of pay is made up of performance-based remuneration, Pinto said the bank can "adjust not just letting people go, you can adjust by reducing compensation".

He added that JPMorgan's trading business, which has benefited this year from volatile equity, credit and commodity markets, was on track to be up about 5 per cent year on year in the current quarter. In the first six months of the year, trading revenue was up 4 per cent year on year.

went public to see soon at their peak. Milton has pleaded not guilty. With one of the fraud charges, prosecutors alleged that Milton misrepresented the value of Nikola's stock when he used it to help buy a ranch in Utah. The property was one of two he later used to post a \$100m bond in court.

intended to "short and distort" and called it a "hit job". That basis of the defence's argument appeared to be that all material information about the company was publicly available to investors both on the US Securities and Exchange Commission's website and Nikola's own page.

We will provide guidance on next year's capital return at our fourth-quarter earnings presentation and expect to continue to have share repurchases and a progressive dividend," UBS said in a statement. The pledge to lift shareholder returns comes after UBS pulled out of

in announcing the collapse of the deal early this month. Wealthfront chief executive David Fortunato said the two companies were still exploring ways to work together and that UBS had given his company \$70m in financing at a \$1.4bn valuation. The Wealthfront deal was described

use UBS \$1.4bn of capital, we think it to be positively received by investors, though the lack of clarity around the reason for this cancellation is unhelpful," said Jefferies analyst Flora Bocahut after the deal was scrapped. UBS shares rose 1 per cent in early trading yesterday.

into also said rate rises by the Federal Reserve, increasing loan demand and higher revolving balances at its cards business would boost lending activity more than the bank had anticipated. JPMorgan's latest guidance for full-year net interest income, excluding its trading business, was \$58bn-plus.

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Paytm's IPO debacle has helped to fuel a reversal for Indian tech



It has been a humbling year for a new crop of Indian tech groups and for Vijay Shekhar Sharma, the billionaire founder of flagship fintech group Paytm, in particular. Paytm has become a focal point for many investor frustrations with the cohort of companies that has joined the stock market in the past 18 months. Its listing in November was a debacle with shares plunging after debut, sending its market value from \$20bn at the initial public offering pricing to current levels of about \$6bn. The group has bled financially with losses nearly doubling to \$6.4bn (\$811m) in the quarter ending in June from a year earlier. And it has faced regulators' scrutiny, while law enforcement officials this month searched Paytm offices in a probe of illicit Chinese loan providers. (Paytm denies impropriety, saying the searches were related to independent parties.) Investor discontent with the company prompted proxy advisers last month to recommend that shareholders vote against reappointing Sharma chief executive and against his pay package, arguing that he has consistently failed to fulfil pledges to become profitable. One of the proxy advisers, Institutional Investor Advisory Services (IIAS), noted that Sharma's annual remuneration of Rs8bn (\$101m) was higher than all chief executives of com-

panies in the Bombay Stock Exchange's Sensex index and that the lack of disclosure on the vesting of share options displayed "no alignment with the interests of shareholders". Sharma survived the votes, thanks in part to the help of longtime investors such as SoftBank and Alibaba, which along with the founder hold most of the equity. But in a sign of the extent of the concerns of other shareholders, the majority of public institutions voted against his pay. Sharma defended his company, reiterating that Paytm was building world-class technology. But the experience should be a wake-up call for India's listed tech companies. Since Paytm went public to much fanfare last year, investors are growing tired of inconsistent messages and struggles to turn a profit. Last year's new-age IPOs marked a historic moment for Indian tech. The start-up sector thrived, with billions of dollars pouring in from foreign venture capitalists drawn to India's tech talent and large, upwardly mobile population. The first opportunity for the wider public to participate in that growth was the listing in July 2021 of Zomato, a food delivery group. Its shares doubled from their issue price in the months after, with co-founder Deepinder Goyal telling investors he hoped the IPO "inspires millions of Indians to dream bigger". Beauty ecommerce group Nykaa and SoftBank-backed insurance aggregator Policybazaar followed with listings. But Paytm's IPO helped trigger a big reversal. Investors balked at its high valuation and questioned whether the

group had a meaningful edge over its digital payment competitors. The global environment also soon turned and India's tech stocks are now trading at steep discounts, with Zomato down 60 per cent from its November high. While the stocks are partly victims of the global rout, the sell-off has exacerbated unease over the companies' business models and management styles. Zomato, for example, has struggled with challenging unit economics and slowing user growth. The approach of the group – which plans to restructure and rebrand its parent group as "Eternal" – to transparency also unnerved analysts, with management initially declining to do quarterly earnings calls before reversing course after a backlash. But there have been some improvements in the sector, with Zomato reporting higher revenues and smaller losses in its June quarter earnings. But Ankit Fandon, IIAS's co-founder, points to a concerning divide between founders and their private equity backers on the one hand and public investors on the other. "The governance standards for a lot of these public-market investors are higher than what we see in the private equity space," he said. Even as newcomers vote for change, private equity firms seem "happy to keep the founder who helped them make so much money humoured". Despite surviving the votes, Sharma cannot get too comfortable. He now says Paytm will become "operationally" profitable by September 2023. While he and his allies remain in control, the end of a shareholder lock-in period in November could lead to more outside investors coming in. They may prove less forgiving if he fails to meet the target again.

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FT STRATEGIES | Google News Initiative

SUPPORTING INDIAN PUBLISHERS IN THEIR DIGITAL JOURNEY

We are delighted to announce the new, exciting partnership between FT Strategies and the Google News Initiative in India. We're happy to welcome our first cohort of Indian news publishers onto the Subscriptions Academy:

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- The Ken
- The Hindu
- Vikatan
- Moneycontrol

Over five months, these publishers will address each step of digital subscriptions, from traffic acquisition to subscriber retention, as well as practical guidance from experts at FT Strategies (the Financial Times' subscriptions consultancy).

Tara Lajumoke, Managing Director of FT Strategies, said:

"We are proud to have selected five publishers for Subs Academy India 2022. We are very excited about working through subscriptions journeys alongside a cohort of Indian publishers with a range of backgrounds and histories. This programme is a proven way to execute an in-depth diagnostic of subscriptions performance and lay the foundations for the organisational transformation required by news publishers to achieve meaningful change."

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DEBT MONSTERS

Rising rates pose danger for hundreds of debt-laden businesses

Investors are fretting over issuers with 1,000bp spreads over sovereign bonds



FT Reporters
Data, design and visualisation by Carolina

Vargas and Patrick Mathurin

Rock-bottom interest rates have long allowed companies to paper over cracks in their business models. As central banks raise rates to tame surging inflation, scores of debt-laden companies suddenly face the uncomfortable prospect of trying to service higher interest bills with crimped cash flows.

To assemble our list of debt monsters, we chose a market metric: companies with debt trading more than 10 percentage points (1,000 basis points) above government bonds, drawn from Icc's Global High Yield Index.

Although this does not capture companies turning to private debt markets or bank loans, it produces a diverse range of 207 companies whose bond spreads are flashing a red warning signal. The top is dominated by Chinese property companies, which until recently had seemed to defy the laws of financial gravity.

But the disparate group shows just how widespread corporate distress has become in 2022, taking in a French supermarket chain, an Irish aircraft lessor, an Indian miner, a Belgian toilet maker and Britain's largest chicken producer. We have chosen to examine in more detail a sample of 55 companies from the list.

Bond investors are professional worriers and in uncertain times the market can reflect their darkest thoughts. Plenty of companies on the list have defied previous prophecies of doom, while many have already pushed out the day their debt comes due far into the future.

Consider this as a tour of businesses that debt markets are fretting over, rather than a collection of condemned companies.

Robert Smith and Tom Braithwaite

Communication services

Digicel
Spread over government bonds (bp): 2,058
Sector: Telecoms
Headquarters: Jamaica

Founded in 2001 by Irish billionaire Denis O'Brien, Digicel faces a "significant refinancing risk", on debt due next March, according to Fitch.

The telecoms group sold its Pacific business to Australia's Telstra in a \$1.6bn deal and will use the proceeds to pay off a chunk of its debt. But the cash will not stretch to all of the 2025 obligations; a "coercive exchange" may loom for bondholders who have already endured two bruising restructurings.
Jude Webber

Gannett
Spread over government bonds (bp): 1,080
Sector: Printing & publishing
Headquarters: US

The largest newspaper publishing company in the US, Gannett's earnings dropped more than half in the second quarter, with revenues falling and the costs of labour, print and fuel increasing.

The owner of USA Today is cutting

jobs and closing newspapers as it searches for a sustainable structure.
Abby Wallace

Ligado Networks
Spread over government bonds (bp): 7,874
Sector: Telecoms
Headquarters: US

Ligado Networks was born out of the bankruptcy of billionaire hedge fund manager Philip Falcone's telecoms group LightSquared. It holds some useful radio spectrum for 5G mobile networks and a commercial mobile satellite. The heavily indebted company's revenues have declined as its debt load has swollen. In 2020, the company issued a \$1bn three-and-a-half year bond with a 17.5 per cent coupon, the highest interest rate on a corporate bond since 2011.
Anna Gross

Consumer discretionary

Bed Bath & Beyond
Spread over government bonds (bp): 5,464
Sector: Specialty retail
Headquarters: US

The US retailer has recorded net losses and declining sales for each of the past four years. In June the board ousted chief executive Mark Tritton, but it ended its latest quarter with just \$100m of free cash on hand, just as consumer demand is weakening. Chief financial officer Gustavo Arnal died by suicide in a fall from a Manhattan skyscraper this month.
Ben Glickman

Carvana
Spread over government bonds (bp): 1,244
Sector: Specialty retail
Headquarters: US

The promise of buying a used car online, without the hassle and haggling, has spawned several new businesses. Carvana, one of the earliest and the largest in the US, rode an initial wave of investor excitement during the pandemic that propelled its stock price. But carmakers are increasingly moving to control their own used vehicles, especially with battery cars, and Carvana faces questions about cost control.
Peter Campbell

Douglas
Spread over government bonds (bp): 1,055
Sector: Specialty retail
Headquarters: Germany

At first glance Douglas (pronounced doo-glass) appears to have refinanced in the nick of time, issuing €1.3bn of five-year bonds and agreeing a €600m term loan in March 2021. But the Düsseldorf-based beauty products retailer, owned by CVC, is vulnerable to cost inflation and customers' squeezed wallets just as it transitions further towards e-commerce. It also has €475m of expensive payment-in-kind debt outstanding.
Jonathan Eley

Liberty Interactive
Spread over government bonds (bp): 1,018
Sector: Specialty retail
Headquarters: US

Liberty Interactive is part of the Qurate Retail Group, the John Malone-backed owner of home shopping channels such as QVC and HSN. Along with the economic slowdown and decline of traditional television, a fire tore through one of its main warehouses in Rocky Mount, North Carolina. To steady its performance, Qurate in June unveiled Project Athens, a three-year turnaround plan to reverse revenue declines, and has sold and leased back some properties to pay down debts.
Alex Barber

MGM China
Spread over government bonds (bp): 1,141
Sector: Gaming
Headquarters: Macau

With its Macau properties hit by Beijing's zero-Covid isolationism, MGM China's casinos have been cash-starved, out of reach for both overseas and mainland gamblers. On top of that, Beijing has chosen their moment of pain to

unleash a broad crackdown on the sector, undermining the ability to attract high rollers and demanding they hold \$3m patacas (\$618m) in cash to qualify for new 10-year licences.
Primrose Riordan

Party City
Spread over government bonds (bp): 1,917
Sector: Specialty retail
Headquarters: US

The balloons and costumes retailer suffered heavy losses in 2020 due to Covid-cancelled celebrations. It was able to refinance debt in early 2021 so that most of its \$1.4bn in loans does not come due until 2025 and 2026. The company expects to generate more cash flow before then, but costs for everything from workers to helium have been rising as consumer spending has wavered.
Ben Glickman

Very
Spread over government bonds (bp): 1,270
Sector: Specialty retail
Headquarters: UK

Very Group, owned by the Barclay family, sells general merchandise online to poorer UK consumers. High-cost credit supports about four-fifths of sales but the bonds that fund those loans are separate to those of the group. Very refinanced £575m of debt last year but rating agencies consider its liquidity tight and market conditions are worsening. An initial public offering, mooted in 2021, looks unlikely given the state of equity markets.
Jonathan Eley

PizzaExpress (Wheel Bidco)
Spread over government bonds (bp): 1,004
Sector: Restaurants
Headquarters: UK

PizzaExpress, which was founded in Soho in 1965 by the late Peter Boizot, was taken over by its bondholders through a debt-for-equity swap in 2020 after Chinese private equity group Hony Capital failed to find a buyer. Under the deal, the senior secured debt was reduced to £355m, alongside a new facility to support the business. The company's resulting voluntary arrangement led to the closure of dozens of restaurants and the loss of up to 1,100 jobs.
Dan Thomas

Wynn Macau
Spread over government bonds (bp): 1,087
Sector: Gaming
Headquarters: Macau

While "VIP" gaming had been softening over the years, it was still a big earner for Wynn Macau compared with some of its competitors. Covid shutdowns produced a grim situation, with ballooning losses just as the casino needs cash to keep paying staff and comply with new laws forcing operators to hold large reserves. In June it was forced to borrow \$500m from US par-

Bigger burdens: warning signals are flashing for more than 200 businesses including PizzaExpress, Iceland, Boparan unit Gourmet Burger Kitchen, QVC owner Liberty Interactive and Bed Bath & Beyond - FT montage

ent Wynn Resorts, fuelling speculation that casinos were struggling to secure bank financing.
Primrose Riordan

Consumer staples
Asda (Bellis Finco)
Spread over government bonds (bp): 1,112
Sector: Food & drug retailers
Headquarters: UK

February's £2.75bn refinancing of supermarket chain Asda after its takeover was the UK's largest - and possibly best-timed - high-yield issue. Its owner locked in low rates on five-year debt, and although Asda has since lost some market share, the below-par price of bonds is more a reaction to the travails of rival Wm Morrison, whose banks are struggling to refinance an even more highly leveraged takeover.
Jonathan Eley

Casino Guichard-Perrachon
Spread over government bonds (bp): 2,994
Sector: Food & drug retailers
Headquarters: France

Jean-Charles Naouri put Rallye, the holding company via which he controls food retailer Casino, into restructuring in 2019, buying time to save his operations by selling assets and renegotiating with creditors. The pandemic made it harder to carry out deleveraging but the court extended a payment deadline by two years to 2025. Naouri, who has a reputation as a savvy financier, looks to have weathered another crisis - for now.
Lella Abbud

Iceland
Spread over government bonds (bp): 1,235
Sector: Food & drug retailers
Headquarters: UK

UK frozen food retailer Iceland has operated with debt of about five times underlying profit since the founding Walker family reacquired control through a buyout in 2012. But the reliability of its cash flow and ability to refinance - most recently in February 2021 - have kept it out of trouble. Consumer spending and profit margins are now under pressure but the next maturity, a chunky £550m, is not until 2025.
Jonathan Eley

Rite Aid
Spread over government bonds (bp): 1,062
Sector: Food & drug retailers
Headquarters: US

The loss-making US pharmacy chain, which lacks the scale of CVS and Walgreens, was struggling under \$3bn of debt at the end of its latest quarter. Chief executive Heyward Donig has spearheaded turnaround efforts, closing stores and cutting costs. Rite Aid this year bought back \$194m of debt coming due in 2025, but S&P Global, which rates the bonds CCC+, deemed the below-par purchase a distressed exchange.
Andrew Edgccliffe-Johnson



DEBT MONSTERS





Energy

Petrofac
Spread over government bonds (bp): 1,548
Sector: Oil services
Headquarters: UK

The launch of a corruption probe into Petrofac's activities in 2017 triggered a tumultuous five years for the group. Petrofac agreed to pay \$95m in penalties as part of a plea deal in October 2021 but the Serious Fraud Office investigation had, meanwhile, hampered its ability to win contracts. Net debt more than doubled in the first half of 2022, in part due to payment of the SFO penalty.
Nathalie Thomas

Transocean
Spread over government bonds (bp): 1,070
Sector: Oil services
Headquarters: US

One of the world's largest offshore oil platform operators, Transocean has been hammered by the sharp slowdown in investment in new deepwater oil and gas megaprojects. As revenues dried up, investors increasingly doubted the company's ability to cover more than \$6bn in debt. In recent months, however, Transocean's fortunes have been buoyed by surging commodity prices and the potential revival of some offshore oil and gas projects.
Justin Jacobs

Tullow Oil
Spread over government bonds (bp): 1,456
Sector: Oil exploration
Headquarters: Ghana

Tullow's troubles go back to the 2014 oil price crash, when it had already committed to a \$4bn project off the coast of Ghana as its revenues plummeted. In 2019 production undershot expectations and it narrowly avoided insolvency in 2021 with a \$1.8bn refinancing. In June Tullow announced a merger with rival Capricorn Energy that would alleviate its debt woes but Capricorn is considering other options after several of its shareholders contested the deal.
Nathalie Thomas

Financials

Adler
Spread over government bonds (bp): 2,420
Sector: Real estate
Headquarters: Germany

Adler borrowed heavily to transform itself from a little-known landlord into a sprawling conglomerate that owned 70,000 apartments across Germany. But over the past year a governance scandal surrounding the company's ties to a controversial property tycoon has snowballed into an existential crisis. Adler is now struggling to appoint a new auditor and lenders are braced for losses, with bonds in its more than €7bn debt pile trading at little over 50 cents on the euro.
Robert Smith

Country Garden

Spread over government bonds (bp): 5,070
Sector: Real estate
Headquarters: China

Unlike a growing number of its peers, Country Garden has not defaulted on any debt and maintains access to offshore bond markets. This gives the company crucial stability at a time when tens of thousands of Chinese are refusing to pay their mortgages on unfinished apartments. But as Beijing's economic planners and central bankers look for new ways to stem a spiralling property market crisis, there is increasing pressure on the Guangdong-based group.
Ed White

Greenland
Spread over government bonds (bp): 10,000
Sector: Real estate
Headquarters: China

Greenland Holdings, a Shanghai-based developer that counts on municipal governments and local state businesses as its main backers, was established in 1992 to develop metropolis projects around the city, later expanding into one of the top 30 biggest developers countrywide. Greenland is also the first state-backed developer to extend a dollar-bond payment since China's property sector plunged into a debt crisis.
Cheng Leng

Metro Bank
Spread over government bonds (bp): 1,605
Sector: Banking
Headquarters: UK

In 2019, amid a misreporting scandal that led to the departure of its chair and chief executive, UK lender Metro had to pay a record 9.5 per cent coupon to attract bond investors. But its fortunes have since improved, with rising interest rates helping it to trim losses and it is predicted to break even by next year after four years of losses.
Siddharth Venkataramakrishnan

Sunac China

Spread over government bonds (bp): 10,000
Sector: Real estate
Headquarters: China

As Evergrande's difficulties deepened in 2021, the market started to worry about other heavily indebted Chinese developers. In January, the Tianjin-headquartered Sunac's \$530m stock sale was a signal of a cash crunch. While still viewed more favourably than some of its peers, Sunac's Hong Kong listing and international debt has kept up the pressure. Sunac defaulted on its debt in May.
Robert Smith

WeWork
Spread over government bonds (bp): 1,827
Sector: Real estate
Headquarters: US

Since an abortive attempt to go public at a \$47bn valuation in 2019, WeWork has been battling back from the brink. The US co-working pioneer slashed costs, ditched expensive leases and listed at a \$9bn valuation via a special purpose acquisition company during the pandemic. But WeWork remains loss-making and carries \$1bn in long-term debt, as well as lease obligations of more than \$16bn. The management promises that profitability is around the corner, while WeWork's market cap has plummeted below \$3bn.
George Hammond

Industrials

Allen Media
Spread over government bonds (bp): 2,598
Sector: Advertising
Headquarters: US

Byron Allen, a comedian-turned-entrepreneur, has used high-yield debt to build a media empire. His company, Allen Media, owns The Weather Channel and dozens of local television stations in the US. The group last year borrowed \$550m to buy stations from Gray Television and in June bought Black News Channel out of bankruptcy for \$11m. Allen's acquisitive streak has taken a toll on the company's balance sheet.
Anna Nicolau

AMC Entertainment
Spread over government bonds (bp): 1,339
Sector: Theatres & entertainment
Headquarters: US

AMC expanded too quickly – taking on Carmike, Odeon and Nordic cinema chains in rapid succession – and the company is weighed down by debt and lease liabilities. But AMC has one big advantage over competitors such as Cineworld: it has been embraced by retail investors as a "meme stock". With scant regard for the fundamental state of the business, shareholders are willing to pump in more cash.
Oliver Barnes

Boparan

Spread over government bonds (bp): 1,715
Sector: Food – wholesale
Headquarters: UK

"Chicken king" Ranjit Boparan built 2 Sisters into the UK's largest chicken producer. A separate restaurant arm operates Slim Chickens, Gourmet Burger Kitchen and Carluccio's. But 2 Sisters' parent Boparan Holdings has long carried a debt load – a net £516m in April – that forced it to sell businesses including Fox's Biscuits. It warned last year that cost inflation might imperil its solvency, but £60m of fresh financing provided a reprieve.
Judith Evans

Diebold Nixdorf
Spread over government bonds (bp): 4,175
Sector: Support services
Headquarters: US

The maker of cash dispensers and, more recently, electric vehicle charging stations, was formed by the 2016 merger of Diebold and Wincor Nixdorf. Losses at the Ohio-based company have widened this year amid supply chain issues and negative exchange-rate moves. It is saddled with about \$2.4bn in debt, which begins to mature in 2023. After securing covenant relief from lenders through 2022, it hired Evercore and Sullivan & Cromwell to advise on a refinancing plan.
Joshua Franklin

Ideal Standard Int'l
Spread over government bonds (bp): 2,183
Sector: Building materials
Headquarters: Belgium

Toilet maker Ideal Standard has had a difficult history of managing its debt load. Moody's downgraded its credit rating in June, citing higher-than-expected cash burn, inflation and restructuring costs. The company – whose brands include Armitage Shanks – has endured a string of debt restructurings, including a debt-for-equity swap that led to its previous lenders taking control of the company in 2018. Ideal Standard then took on more than €300m in fresh debt through a bond sale in July 2021.
Abby Wallace

InfraBuild Australia
Spread over government bonds (bp): 1,168
Sector: Steel producers/products
Headquarters: Australia

Steel magnate Sanjeev Gupta has long considered InfraBuild to be his crown jewel. But while the Australian metals recycling business was a rare corner of his empire that was not heavily reliant on funding from failed finance firm Greensill Capital, it is still burdened with high-cost debt. If InfraBuild cannot refinance a \$250m loan due next month, rating agency

Sector strains: businesses operating in the energy, financial, industrial and utility segments are among those that will face a challenge servicing their debt – FT mortgage

Moody's has said it will be left with an "unsustainably low level of liquidity".
Robert Smith

Interpipe
Spread over government bonds (bp): 3,875
Sector: Steel producers/products
Headquarters: US

Before Russia's invasion of Ukraine, Interpipe exported steel pipes to Texas oil businesses and railway wheels for European trains. The start of the war forced the company – founded in 1990 by Ukrainian billionaire Victor Pinchuk – to suspend operations. In April, rating agency Fitch downgraded the company's debt, citing the suspension and constrained transport options. Production and exports have since restarted but volumes remain low.
Sylvia Pfeiffer

Vedanta Resources
Spread over government bonds (bp): 2,709
Sector: Metals & mining
Headquarters: India

London-headquartered miner Vedanta Resources should be on a commodities supercycle high – its revenues for the year to March 2022 were 50 per cent up on 2021, and it hit record high earnings before taxation of \$6.3bn. But that free cash flow has not been enough to stop investors worrying about tycoon Anil Agarwal's ability to service his company's debt pile as interest rates rise.
Chloe Cornish

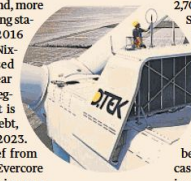
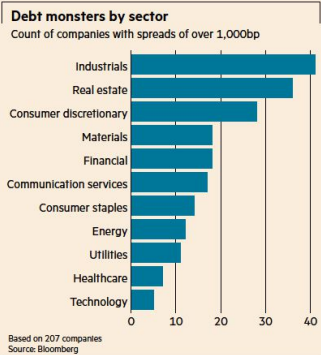
Utilities

DTEK Renewables
Spread over government bonds (bp): 7,684
Sector: Electric generation
Headquarters: Ukraine

Moody's downgraded DTEK's credit rating in May, citing a greater risk that the wind and solar power generator would default as a result of the drop in energy demand, output and prices in Ukraine, as well as higher costs linked to damaged infrastructure. The problem was made worse by the fact that outstanding debt had to be paid in US dollars.
Abby Wallace

YPF Energia Electrica
Spread over government bonds (bp): 1,232
Sector: Electric generation
Headquarters: Argentina

Argentina's state-owned oil company YPF narrowly averted defaulting on \$6.2bn in debt last year after a restructuring deal with foreign backers. The rise in commodity prices this year has turned it profitable and its share price has ticked up. But its financial fortunes remain tightly bound up with the government's, which is struggling with a weak currency and inflation running at more than 70 per cent.
Justin Jacobs



COMPANIES & MARKETS

Fixed income. Monetary policy

Fed's faster balance sheet cut threatens US bond liquidity



Property

Debt-laden Evergrande to restart stalled developments

CHENG LENG — HONG KONG

China Evergrande has pledged to resume construction of all remaining stalled property projects by the end of this month, as the world's most indebted developer works to pacify a nationwide mortgage boycott.

The developer will resume the construction of 38 remaining projects by the end of September and accelerate 62 restarted projects to "normal level", according to a company statement that cited its chair, Hui Ka Yan.

Among Evergrande's 706 pre-sold projects nationwide that need to be completed, 668 had resumed construction.



Central bank's acceleration of quantitative tightening adds to fears of systemic strain

ETHAN WU AND KATE DUGUID NEW YORK

The Federal Reserve's more rapid exit from crisis-era policies is set to place the \$24tn US government bond market under more strain, heightening concerns about the bedrock of the global financial system.

The ease with which traders can get deals done in the Treasury market has declined to the lowest levels since the early days of the pandemic in March 2020, according to a Bloomberg index.

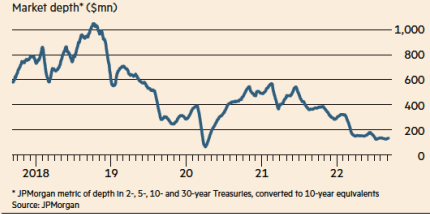
The Fed is this month accelerating winding down the nearly \$9tn balance sheet it built for more than a decade to cushion the economy from shocks. It aims to shrink the total by \$95bn a month – double the August pace.

As a result, "we could have a problem of liquidity stress in the banking system," said New York University economist Viral Acharya. "And whenever banks are stressed, it usually spreads over to non-banks and Treasury markets and other [funding] markets."

Bank of America has described Treasury market strains as "arguably... one of the greatest threats to global financial stability today, potentially worse than the housing bubble of 2004-07".

Two recent precedents loom large: the 2019 crisis in the short-term lending market known as repo, and the 2020

Trading conditions in the vast Treasury market are worsening



* JPMorgan metric of depth in 2-, 5-, 10- and 30-year Treasuries, converted to 10-year equivalents Source: JPMorgan

Treasury market meltdown. In the first episode, the overnight market where banks lend cash to other institutions in exchange for high-quality collateral such as Treasuries froze. Then, in March 2020, the Treasury market gobbled up as firms rushed to get cash, in part by selling US government bonds. Both cases imperilled the global financial system, drawing in the Fed to stop the rot.

Both episodes also reflected the impact of the Fed's move to reduce the size of its balance sheet – a process known as quantitative tightening – according to a paper presented by Acharya and co-authors at the Fed's recent annual Jackson Hole symposium.

The widely circulated paper, co-written with former Reserve Bank of India governor Raghuram Rajan, centred on how quantitative tightening and easing affects market liquidity. In the 2019 and 2020 crises, QT "was the likely deeper cause that left the system vulnerable", they wrote.

They argued that the central bank's purchase of assets, known as quantitative easing, stimulates growth in bank

deposits and lines of credit. Reversing it does not lead banks to rein in those commitments, even as it sucks cash out of the financial system, the paper said.

Instead, the risk is that, in a moment of stress, market participants all rush to claim short-term funding – for instance, tapping credit lines – when there is not enough to go around. The paper "echoes our long-held fears that quantitative tightening may have more effects than central banks will 'fess up to'", said Michael Howell, chief executive at CrossBorder Capital, a London-based research and investment house.

Even the Fed has admitted it is unsure what the impact of QT will be. "I would stress how uncertain the effect is of shrinking the balance sheet," Fed chair Jay Powell told reporters after the central bank's May meeting, although he later said that "by all assessments, the markets should be able to absorb this".

The Treasury market, suffering from longstanding structural flaws, as well as uncertainty about the path forward for the Fed's monetary tightening, is facing some of the choppiest trading condi-

Hold on to your hats: Federal Reserve chair Jay Powell has admitted to the uncertainty surrounding the effects of its asset-shrinking programme on the US Treasury market. — Daniel Siny/AFP via Getty Images

tions in years. A measure of market depth calculated by JPMorgan that looks at two, five, 10 and 30-year Treasuries shows the worst liquidity since the spring of 2020. Bid-ask spreads – a measure of liquidity that captures the gap between buying and selling prices – have in recent months reached the widest levels since May 2020.

Poor liquidity has meant higher volatility. The ICE-BofA Move index of implied Treasury market volatility is hovering near March 2020 levels, well above its long-term average.

QT could inflame the situation, analysts warn. Now, when bonds held by the Fed mature, the central bank churns that money back into the market. When it stops doing that, investment banks – known as dealers – must mop up any excess paper in the system on top of any new bonds that the US Treasury issues. It is not certain that the commercial sector has the stomach for this.

"Dealers will inevitably be holding more Treasury inventory. They're going to have to finance that, which puts upward pressure on repo rates that over time will probably contribute to more volatile Treasury markets, potentially worsening Treasury liquidity," said Mark Cabana, head of US rates strategy at Bank of America.

In the extreme, a Treasury market struggling to absorb additional inventory could lead to a "cascading" effect, said Scott Skyrn, a repo trader at Curvature Securities. With supply flooding the market, Treasury buyers could pull back in the expectation of better pricing in the future. Potential breaking points could come at quarter-end or year-end, as banks withdraw from funding markets to pretty up balance sheets for reporting deadlines.

The paper echoes our long-held fears that QT may have more effects than central banks will 'fess up to'

tion, it said. "We have to work hard and put our nose to the grindstone to ensure the delivery of projects. Only in this way can we satisfy the homebuyers, resume sales, resume operations, repay all types of debts and get out of the predicament," Hui said at the meeting.

Evergrande has been at the centre of a liquidity crisis gripping the Chinese property sector. Chinese developers, unable to sell more debt, have been forced to suspend projects, prompting hundreds of thousands of homeowners to stop making mortgage payments on unfinished properties in protest.

The boycott has come at a critical time for Beijing, ahead of a Communist party

'Only in this way can we satisfy the homebuyers, repay all debts and get out of the predicament'

meeting in mid-October, and has put pressure on the Rmb367.7tn (\$53.1tn) banking system.

To curb the broader fallout from the property crisis, Chinese authorities have launched special loan schemes to help support struggling developers.

Zhengzhou, capital of central Henan province, which is most exposed to the mortgage revolt, pledged to mobilise loan resources and policy tools to help restart all stalled projects in the city before October 6.

Evergrande, which defaulted on its offshore debt in December and missed a July deadline to unveil a preliminary plan to restructure its \$300bn of liabilities, did not elaborate on how it would secure funding to resume construction. Last week, it said it would sell its remaining stakes in China's Shengxing Bank for \$1.1bn.

The company is under increasing pressure from creditors. Its Hong Kong headquarters building has been seized by a receiver, probably appointed by lender China Citic Bank International, after the developer twice failed to sell the building to repay a HK\$7.6bn (\$968.5mn) pledged loan, according to company documents.

Evergrande is also fighting a winding-up petition filed in the Hong Kong courts by one of its creditors, Top Shine Global, which argues that the developer did not honour a financial obligation of HK\$863mn. The court hearing has been adjourned until November 28.

Commodities

Opec blames 'erroneous signals' for oil sell-off as it sticks to demand forecasts

TOM WILSON

Opec said the recent oil sell-off was the result of "erroneous signals" as the cartel pushed back against predictions that slowing economic growth and monetary policy tightening would weigh on global crude demand into 2023.

Oil market fundamentals were "unchanged", the producer group argued, yet hedge funds and other money managers had continued to close out bets on rising prices in the two major oil futures contracts "amid a market narrative of worsening economic and demand outlook".

"The paper and physical markets have become increasingly more disconnected," the cartel said in its monthly oil report yesterday.

"This is creating a type of yo-yo market and sending erroneous signals at times when greater visibility and clarity and well-functioning markets are needed more than ever."

The cartel's comments echoed those made recently by Saudi Arabia, the group's de facto leader, ahead of the last Opec meeting in September when it

agreed to cut 100,000 barrels a day from supply from October.

While "volatility and thin liquidity [was] sending erroneous signals" to oil markets, Opec+, the group that includes the cartel and other big producers such as Russia, had the means to deal with the problem, "including cutting production at any time", Saudi energy minister Abdulaziz bin Salman said in August.

Brent crude, the international benchmark, closed August at \$96.49 a barrel, having reached a high of almost \$140



Opec and its allied producers could cut output to support oil prices

earlier in 2022. Prices dropped again last week, falling below \$90 a barrel for the first time since February, when Russia invaded Ukraine. West Texas Intermediate, the US marker, dropped to a low of just over \$81 a barrel last week, its lowest since January.

The decline had been driven by "heavy sell-offs in futures markets, elevating market volatility", Opec argued in yesterday's report.

Participants in the main oil futures markets for Brent and WTI, respectively ICE and Nymex, were net sellers of about 104mn barrels in the third week of August compared with the last week of July, it said.

Despite the sell-off, Opec kept its oil demand forecast for 2022 and 2023 unchanged from last month.

Global oil demand was expected to grow by a "healthy" 3.1mn barrels per day in 2022 and by a further 2.7mn b/d in 2023.

"Oil demand in 2023 is expected to be supported by a still solid economic performance in major consuming countries, as well as potential improvements in Covid-19 restrictions and reduced geopolitical uncertainties," it said.

Equities

Grindr picks new leadership team as it prepares to go public in Spac merger

CRISTINA CRIDDLE — LONDON ORTENCA ALIAJ — NEW YORK

Grindr has named a new management team as the gay dating app prepares to go public through a special purpose acquisition company merger pencilled in for later this year.

George Arison, founder of online car sales group Shift, will become chief executive on October 19, while Vanna Krantz has been appointed chief financial officer, having previously held the same position at fintech company Passport and Disney Streaming Services.

The California-based company announced in May a deal to go public through a merger with TIGA Acquisition Corp, a Spac set up by Ashish Gupta in 2020, which it said at the time gave the business an implied valuation of \$2.1bn.

Arison, who has been on Grindr's board since May, is confident that going public through a Spac is the right move for the dating app.

"The IPO market is more or less shut down right now, so the Spac was a way to get that done," he said, admitting it was hard to predict what the redemptions rate would be in the current climate.

"We have an amazing business that can scale so much, so my goal will be to drive that... [and] build a team that is ready to run a public company."

Spacs have experienced a frenzy over the past couple of years with investors contributing more than \$250bn to blank-cheque companies since the start of 2020. But recently, they have lost their shine after a series of high-profile

'We have an amazing business that can scale so much, so my goal will be to drive that'

flops and a crackdown by regulators. That, combined with the current downturn in the market, has led to a high redemption rate on mergers, where shareholders opt to redeem shares and cash in on the IPO proceeds rather than receiving stock in the newly merged public company.

If the deal goes ahead, existing shareholders will own 78 per cent of Grindr. The dating app will receive \$384mn in proceeds as part of the transaction with

Tiga, \$137mn of which will be used to pay down Grindr's debt. The estimated merger valuation is more than triple what San Vicente Acquisition paid for Grindr two years ago, when US regulators forced its then-Chinese owner, gaming group Beijing Kunlun Tech, to divest the company over national security concerns.

Arison founded ride-hailing app Taxi Magic, now known as Curb, which was bought by Verifone in 2015. He also has a history of investing in tech start-ups.

Dating apps have been struggling to acquire new users as people favour in-person interactions after global lockdowns. Last month, Tinder said it was focusing efforts on attracting new Gen Z users after sign-ups failed to return to pre-pandemic levels.

Although figures from mobile app analysts Data.ai suggested app downloads of 15-year-old Grindr were falling, the platform has a younger user base, with 80 per cent under the age of 35.

Grindr, which serves the LGBT community, has more than 11mn monthly active users, 723,000 of whom are paying customers. Subscriptions grew 30 per cent year on year in 2021 to \$147mn.

COMPANIES & MARKETS

The day in the markets

What you need to know

- US tech stocks hit by inflation surprise
Investors braced for big rate increase
Government bond yields rise

Tech stocks slumped on Wall Street and the dollar climbed after closely watched US inflation data for August came in higher than expected, prompting fears of more aggressive interest rate rises to combat rising prices.

The broad S&P 500 share gauge fell 3.1 per cent, while the Nasdaq Composite dropped 4.2 per cent, putting it on course for its worst daily fall since mid-June. The tech-heavy index is more sensitive

US inflation data cause traders to ramp up Fed rate rise bets



European stocks do better when currencies are up

Sharon Bell

Markets Insight

The effects of Europe's energy crisis can be seen across all assets, not least currencies. The euro has

ings per share. We have seen the effect of the foreign exchange moves on European corporate earnings this year. The earnings estimates of European compa-



deteriorating. Also, smaller companies and domestic companies are suffering from higher input costs and lower margins. The price of imported goods for a

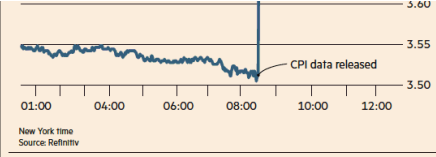
to changes in interest rate expectations, with Facebook owner Meta, chipmaker Nvidia and Amazon among the biggest fallers in morning trading in New York, down 7.6 per cent, 7.2 per cent and 5.8 per cent respectively.

Those moves came after a report yesterday showed US consumer prices ticked up 0.1 per cent in August from the previous month, compared with expectations for a fall of 0.1 per cent. The annual rate came in at 8.3 per cent, down from 8.5 per cent in July, but higher than the 8.1 per cent Wall Street economists had predicted.

Core consumer price growth — which strips out volatile items such as energy and food — rose from 5.9 per cent to 6.3 per cent.

Investors are beginning to consider that the Federal Reserve will raise rates by a full percentage point at its next monetary policy meeting this month, according to data from CME Group.

The market consensus is that the Fed makes a third consecutive 0.75



percentage point rise and makes further rate increases in November and December. The Fed's current target range stands at 2.25 to 2.50 per cent.

The prospect of higher interest rates prompted a jump in the dollar, up 1.2 per cent against a basket of six peers, as the euro and the pound slipped back, both shedding about 1.3 per cent.

In government debt markets, the yield on the two-year US Treasury note jumped 0.18 percentage points to 3.75 per cent, reflecting a steep drop in the price of the bond. The 10-year yield rose 0.08 percentage points to 3.44 per cent.

The selling cascaded into eurozone bonds, with Germany's two-year Bund yield up 0.09 percentage points to 1.39 per cent and the 10-year yield rising 0.09 percentage points to 1.73 per cent.

In Europe, the regional Stoxx 600 share gauge fell 1.5 per cent, having climbed 1.8 per cent in the previous session. London's FTSE 100 lost 1.2 per cent.

China's mainland CSI 300 index rose 0.4 per cent and Hong Kong's Hang Seng slipped 0.2 per cent as markets in greater China reopened following a national holiday. Japan's Topix rose 0.3 per cent.

Ian Johnston and Hudson Lockett

been bumpy around parity with the dollar, a two-decade low. Sterling is hovering around the lows seen at the worst point of the pandemic.

This strength of the dollar in recent months is partly a function of monetary policy tightening by the Federal Reserve but it's also a function of the US economy's greater resilience. Or, put another way, Europe's fragility. The average US household may consume a lot more energy than the average European one but, in contrast to Europe, the US enjoys energy independence.

That said, these foreign exchange adjustments can have some benefits. The collapse in Europe's currencies should have a plus side, especially for large-cap international companies. The Stoxx 600 derives only 40 per cent of its sales revenue from Europe itself.

Around a quarter comes from North America, slightly over 20 per cent from Asia-Pacific and the remainder from other emerging markets. Indeed, as a single country, the US is the largest exposure for big-cap listed European companies, larger than German and French sales exposure combined.

For international companies, currency declines mean two things. First, the sales and profits you make on your overseas businesses, when translated back to your home currency, are likely to look very good indeed. Second, if you do produce in Europe and export into the US (and other dollar markets), you should find your cost competitiveness improves. Historically, each 10 per cent fall in European currencies has added about 2 to 3 per cent to Stoxx 600 earnings.

change in US sales exposure has risen 10 per cent, substantially above more domestic-exposed companies. Indeed, the overseas earnings of large-cap companies constitute one of the reasons European EPS has held up so well this year, despite sharply deteriorating business and consumer sentiment.

If anything, the impact is even bigger in the UK. FTSE 100 companies make three-quarters of their sales and profits outside the UK, with a substantial share

German business has risen 40 per cent compared with the level at the start of 2020. For a US business, the price of imported goods is up just 16 per cent over the same period.

Moreover, falling currencies mean that your customers are also suffering from higher prices due to all the imported goods and energy in their shopping baskets. The MDAX, the German mid-cap index, is down 26 per cent year-to-date in euros.

Taking a step back, when Europe's currencies are strong, investors often ask whether this will be a drag on profits and competitiveness in the region. The truth is that European currencies are usually strong when economic growth is strong and risks are low, money is flowing into Europe and investors are enthusiastic about the opportunities. In addition, strong currencies tend to bring inflation under control. These are usually opportune moments to invest in European stock markets.

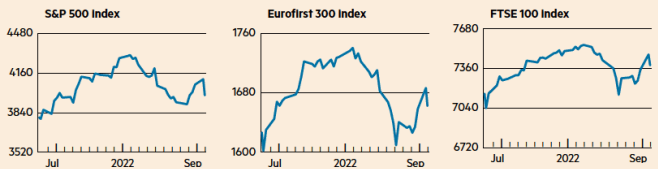
The reverse is also true: when European currencies weaken, as they have done this year, the positive effect on overseas earnings is not enough to offset the reasons for the currency decline in the first place. These reasons are usually weak growth and heightened risks, such as sovereign or energy concerns. For most investors, businesses and consumers in Europe, currencies regaining some lost ground would be welcome news.

Sharon Bell is European strategist at Goldman Sachs

Markets update

	US	Eurozone	Japan	UK	China	Brazil
Stocks	S&P 500	Eurofirst 300	Nikkei 225	FTSE100	Shanghai Comp	Bovespa
Level	3980.27	1662.44	28614.63	7385.86	3263.80	111345.99
% change on day	-3.17	-1.43	0.25	-1.17	0.05	-1.82
Currency	\$ Index (DXY)	\$ per €	Yen per \$	\$ per £	Rmb per \$	Real per \$
Level	107.816	1.002	144.235	1.154	6.931	5.165
% change on day	-0.474	-1.086	1.306	-1.452	0.189	0.791
Govt. bonds	10-year Treasury	10-year Bund	10-year JGB	10-year Gilt	10-year bond	10-year bond
Yield	3.438	1.726	0.240	3.164	2.650	12.586
Basic point change on day	13.680	7.600	-0.590	8.400	0.700	28.500
World Index, Commods	FTSE All-World	Oil - Brent	Oil - WTI	Gold	Silver	Metals (LHSEX)
Level	405.16	92.26	86.44	1726.40	19.22	3763.40
% change on day	-2.57	-2.88	-2.57	0.76	2.40	1.66

Main equity markets



Biggest movers

	US	Eurozone	UK
Ups			
Corteva	1.80	Rwe	3.24
CF Industries Holding	1.54	Oci	2.10
Albemarle	1.16	Mapfre	1.35
Mosaic (the)	0.99	Hann.rueck	1.26
Twitter	0.24	Jerónimo Martins	1.22
Downs			
Eastman Chemical	-7.78	Ageas	-5.47
Nvidia	-7.34	Casino Guichard	-4.98
Advanced Micro Devices	-7.22	Ses	-4.51
Western Digital	-7.12	Alstom	-4.41
Align Technology	-6.74	Bassaulf Systems	-4.02
		Melrose Industries	-3.99

Wall Street

Fitness bikes and treadmills group **Peloton** fell sharply on news that co-founders John Foley and Hisao Kushi were stepping down.

The departure of its executive chair and chief legal officer comes as the group contends with sales that have weakened since the height of the pandemic.

Facebook parent **Meta** dived following a report that suggested its short-video feature, Reels, was struggling to compete against rival TikTok.

According to internal documents seen by the Wall Street Journal, users of Instagram, which is owned by Meta, were spending far less time watching Reels compared with videos consumed by fans of the Chinese-owned competitor.

Rent the Runway, the ecommerce platform that allows users to hire and buy designer clothes, plummeted after an unexpected miss in its active subscribers.

Credit Suisse expected "solid" consumer demand during a period that coincided with "peak" social events season. Instead, there was a slide in active customers, which fell to 124,000 for the three months ending July 31, down from 135,000 in the previous quarter.

This suggested that Rent was "more susceptible to macro pressure on the aspirational consumer than we expected", said the broker, which downgraded it to "neutral" from "outperform". **Ray Douglas**

Europe

UBS stock rallied after the Swiss investment bank announced plans to boost its dividend and buy back more shares. The bank said yesterday that it wanted to increase the dividend by 10 per cent to \$0.55 for 2022 and would ask shareholders permission. It also said it wanted to strengthen its share buyback programme.

The latest plans come after it recently abandoned a deal to acquire Wealthfront in what would have been the bank's largest acquisition since the 2008 financial crash.

Shares in pharmaceutical group **Vitrolife** fell after it announced that chief executive Thomas Axelsson would step down. Axelsson, who has led the Swiss company since 2011, will remain in place until a new chief is selected, the company said.

A negative sales prediction sent shares in bike helmets safety system manufacturer **Mips** tumbling. The company announced on Monday that a slump in demand from retailers and excess inventory would knock sales for the rest of the year. "We assess that this is a short-term negative trend in the bike sector that may continue throughout the year and the first part of 2023 until inventory levels are balanced again," chief executive Max Strandwitz said.

Abby Wallace

London

Ocado shares tumbled after the company cut its sales outlook for the year to November.

The group said yesterday that it expected to see a "small decline" in annual sales and "close to break-even" underlying profitability as customers scaled back orders.

The online supermarket reported an increase in sales during the third quarter, but said that profitability would be offset by the rising price of energy and dry ice, which is used in the transportation of frozen food.

Shares in supermarket groups **Tesco** and **J Sainsbury** also slipped back yesterday.

Elsewhere, shares in the fashion chain **Joules** tumbled by more than 49 per cent to just over 10p on the news that discussions about Next acquiring an equity stake in the British retailer had ceased.

The company had been in talks with Next about a potential investment but said in August that there was "no certainty" that an agreement would be reached.

The retailer said yesterday that it was continuing "to develop and execute its strategy and turnaround plan" and that it would consider other ways of bolstering its finances, including through an equity raise.

Abby Wallace

Financial Literacy & Inclusion Campaign
Supported by the Financial Times

66% of adults worldwide are financially illiterate

The FT-backed Financial Literacy and Inclusion Campaign will help tackle the scandal of financial illiteracy. FLIC will develop and distribute educational content, lobby for policy change and track progress towards financial literacy.

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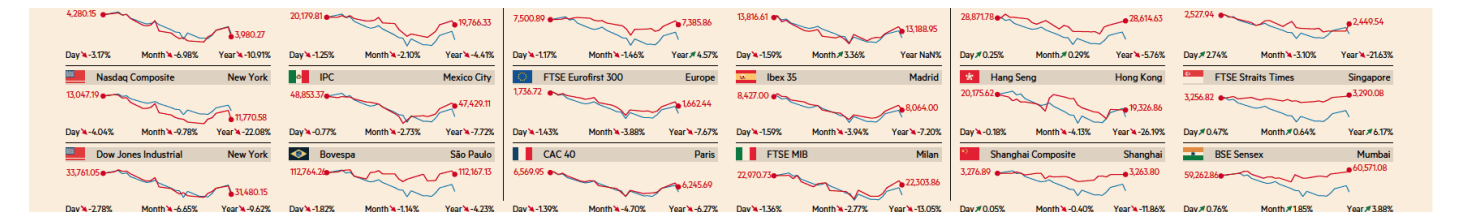
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MARKET DATA

WORLD MARKETS AT A GLANCE										FT.COM/MARKETSDATA				
Change during previous day's trading (%)														
S&P 500	Nasdaq Composite	Dow Jones Ind	FTSE 100	FTSE Eurofirst 300	Nikkei	Hang Seng	FTSE All World \$	\$ per €	¥ per \$	£ per €	Oil Brent \$ Sep	Gold \$		
-3.17%	-4.04%	-2.78%	-1.17%	-1.43%	0.25%	-0.18%	-2.57%	-1.086%	1.306%	0.231%	1.37%	0.76%		

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

AMERICAS			EUROPE			ASIA		
Aug 14 -	Index	All World	Aug 14 - Sep 13	Index	All World	Aug 14 - Sep 13	Index	All World
US	S&P 500	New York	UK	S&P/TSX COMP	Toronto	UK	FTSE 100	London
DE	Xetra Dax	Frankfurt	JP	Nikkei 225	Tokyo	KR	Kospi	Seoul



Country	Index	Latest	Previous	Day %	Month %	Year %
America	S&P 500	4407.14	4407.14	0.00	0.00	0.00
America	Nasdaq Composite	13,047.76	13,047.76	0.00	0.00	0.00
America	Dow Jones Industrial	33,760.05	33,760.05	0.00	0.00	0.00
Europe	FTSE Eurofirst 300	4,265.69	4,265.69	0.00	0.00	0.00
Asia	Hang Seng	20,175.62	20,175.62	0.00	0.00	0.00
Asia	Shanghai Composite	3,276.89	3,276.89	0.00	0.00	0.00
Asia	Nikkei 225	27,073.73	27,073.73	0.00	0.00	0.00
Asia	ASX 200	7,220.36	7,220.36	0.00	0.00	0.00
Asia	BSE Sensex	59,282.88	59,282.88	0.00	0.00	0.00
Asia	Mumbai	60,571.08	60,571.08	0.00	0.00	0.00

Source: Bloomberg, Reuters, and other financial data providers. All values are in US dollars unless otherwise specified.

STOCK MARKET: BIGGEST MOVERS

Region	Index	Stock	Change	%
AMERICA	S&P 500	Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
EURO	FTSE 100	Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
ASIA	Hang Seng	Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%
		Alkerm	18.25	13.4%

Source: Bloomberg, Reuters, and other financial data providers. All values are in US dollars unless otherwise specified.

CURRENCIES

Country	Index	Latest	Previous	Day %	Month %	Year %
America	Dollar	1.0000	1.0000	0.00	0.00	0.00
Europe	Euro	0.9200	0.9200	0.00	0.00	0.00
Asia	Yen	130.00	130.00	0.00	0.00	0.00
Asia	Ringgit	4.0000	4.0000	0.00	0.00	0.00
Asia	Real	6.0000	6.0000	0.00	0.00	0.00

Source: Bloomberg, Reuters, and other financial data providers. All values are in US dollars unless otherwise specified.

FTSE 100 INDEX

Company	Price	Change	%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%

FTSE 250 INDEX

Company	Price	Change	%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%

FTSE 100 LEADERS & LAGGARDS

Company	Price	Change	%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%
ASDA	12.50	+0.10	+0.8%

FTSE 100 SUMMARY

Category	Index	Value	Change	%
FTSE 100	FTSE 100	4,265.69	+0.00	0.00%
FTSE 250	FTSE 250	12,500.00	+0.00	0.00%
FTSE 100	FTSE 100	4,265.69	+0.00	0.00%
FTSE 250	FTSE 250	12,500.00	+0.00	0.00%
FTSE 100	FTSE 100	4,265.69	+0.00	0.00%

UK STOCK MARKET TRADING DATA

Index	Open	High	Low	Close	Change	%
FTSE 100	4,265.69	4,265.69	4,265.69	4,265.69	0.00	0.00%
FTSE 250	12,500.00	12,500.00	12,500.00	12,500.00	0.00	0.00%
FTSE 100	4,265.69	4,265.69	4,265.69	4,265.69	0.00	0.00%
FTSE 250	12,500.00	12,500.00	12,500.00	12,500.00	0.00	0.00%
FTSE 100	4,265.69	4,265.69	4,265.69	4,265.69	0.00	0.00%

All data provided by Morningstar unless otherwise noted. All elements listed are indicative and not intended to be a recommendation or offer of any financial product. For more information on the data provided by Morningstar, please visit www.morningstar.com.

Main financial data table with columns for 52 Week, Price Day, High, Low, Vol, P/E, MCap, and various market indices like ASX, Nikkei, Hang Seng, etc.

FT 500: TOP 20

Table listing top 20 FT 500 companies with columns for Name, Price, Change, P/E, Dividend Yield, and Market Cap.

FT 500: BOTTOM 20

Table listing bottom 20 FT 500 companies with columns for Name, Price, Change, P/E, Dividend Yield, and Market Cap.

BONDS: HIGH YIELD & EMERGING MARKETS

Table showing bond market data for High Yield and Emerging Markets, including ratings, yields, and spreads.

INTEREST RATES: OFFICIAL

Table of official interest rates for various countries and currencies.

BOND INDICES

Table of bond indices including FTSE, MSCI, and other global and regional indices.

BONDS: BENCHMARK GOVERNMENT

Table of benchmark government bonds for various countries and currencies.

COMMODITIES

Table of commodity prices for various goods like oil, gold, and agricultural products.

BONDS: INDEX-LINKED

Table of index-linked bonds with columns for Name, Price, Yield, and Maturity.

BONDS: TEN YEAR GOV SPREADS

Table of ten-year government bond spreads for various countries.

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ARTS

The makers of 'Industry' talk to Henry Mance about their whip-smart TV drama, which returns to screens this month

After Konrad Kay and Mickey Down created the banking drama *Industry* in their late twenties, they became two of the youngest showrunners that HBO has ever had. Their depiction of Gen Z graduates being ritually humiliated and betrayed was based on their own time failing in the City; the first series, which aired in 2020, won plaudits from critics and bankers alike. Down heard that the president of one large bank summoned his global head of HR to demand the show somehow be taken off air.

Yet Kay and Down had a "dissonant reality" to succeed. They felt the show failed to put their characters through true tests of morality; it also lacked a central storyline. Harper, the mesmerising protagonist played by Myha'la Herrold, "was doing some interest rate trade over here, she was dealing with this client here, it wasn't very joined up," says Kay. Down is blunter: "the series was 'a mess'."

So the second series tries to give stock-trading the same thread as a sports or action movie. "We were slightly scared that we were not capable of writing it," says Kay. There is less novelty in seeing finance accurately depicted on screen — although which other drama shows an alpha male clipping his toenails at his desk? — but there is more narrative (as well as, bizarrely, a brief cameo from your correspondent).

The plot revolves around maverick US investor Jesse Bloom, nicknamed "Mr Covid" for increasing his money 200-fold during the pandemic. We're told that, as the pandemic hit, Bloom bet on stocks falling and went on CNBC proclaiming the apocalypse, thereby causing stocks to tank. He then took the profits and re-bought stocks on the cheap. That sounded so much like real-life hedge fund titan Bill Ackman that HBO's lawyers intervened, insisting that Ackman was referenced as a separate figure who "followed" Bloom. Bloom, played by Jay Duplass, goes on to look for another big trade, which turns out to involve healthcare.

The show remains compulsive viewing, even though the characters, like



Succession in the City

those in fellow HBO drama *Succession*, can seem like awful people, even to each other. In the first series, Yasmin (Marisa Abela), one of the more likeable characters, rages at Harper for being "a bit of a cunt". By series two, she has reached acceptance: "We're all cunts, aren't we? So let's just lean into it, yeah?" Are these bad people who went into finance, or did finance make them bad? "That is a central question in the show and one we talk about constantly," says Down, who quit banking after a year. "When we hear people say they're terrible, we're like, 'They're us! They're composites of people we know!'"

Industry majors in two FPs, one of which is finance. As for the other, it is hard to keep track of who hasn't slept with whom. Do the writing team debate how much sex to include? "There's no debate, everyone agrees there should be loads," laughs Down, although his own father-in-law has told him he'd like a button to skip through it. The quantity



Above, from main: Myha'la Herrold, centre, as Harper; Jay Duplass as Jesse Bloom, reading a renowned business newspaper
Simon Pidgeon/BBC, Nick Straburg

of sex and drugs is intended to illustrate the characters' stunted development. "All the characters, to stop themselves having to ask tough questions about their identity and their personhood and their own insecurities, they're chasing the next time they can get that rush," says Kay.

Industry has been criticised for its characters' lack of introspection. The trading floor of the fictional bank, Pierpoint, is arguably even more claustrophobic in the second series: the young bankers often seem to have no friends or family who can stabilise them, their colleagues are their only company. "The lie of the sellside is that your colleagues aren't your competitors," as the billionaire Bloom puts it.

When occasionally a character insists "it's just business", they protest too much — because their whole identity has come to revolve around the trading floor. Yasmin, wanting to prove herself as a private banker, ends up trying to enlist her wealthy father as a client. Harper exchanges one office father figure, her boss Eric, for another, Bloom. This series does delve into the graduates' backstories. But part of the realism is that these characters don't spend hours discussing their emotions or motivations; if they did, they wouldn't have got their jobs in the first place.

What Down and Kay excel in is keeping the show contemporary, from the return-to-the-office weirdness to the

rutting to establish status ("I was actually talking to your boss."). *Industry* is not precisely *Succession* — the budget presumably lacks a zero — but the dialogue exudes the same whip-smart cynicism: "I think about you less than I think about climate change"; "Nobody reads that email, it's getting denser than Dostoevsky and less fun."

Some finance people will love this sexed-up take on their reality, others will nitpick. The writers are alive to their own shortcuts. "Rishi is a really good example of a character who is totally unrealistic, in the sense that he's a market-maker, he's a prop trader, he basically trades every product under the sun, he seems the font of all liquidity in the market," says Kay. "There's no Chinese wall. Pierpoint doesn't seem to

have an equity division. Of course there are things that you have to compress."

But he insists the fundamental truths are there, for example in the way that the bankers approach their clients and, within the bank, how traders treat salespeople. There are "lines in the sand" in terms of accuracy. A dramatic trade by Harper early in series two is legally possible, even if it appears unethical. "That's kind of the grey area that we always want the show to play in."

It's now a decade since Kay and Down worked in the City. Neither is financially minded today. Down managed to lose money on meme stock GameStop: "I bought the dip, and it dipped again. I realised that a) I don't have a brain for this, and b) I should just not have any investments in anything that requires me checking on a phone, because I become obsessed with it." But the pair had "a very, very good consultant" on series two, who does not want to be named, "but is still very much in the business, and is quite high up in it. He fed us a lot of information."

One dynamic in *Industry* is New York seeking to impose control over London

Some finance people will love this sexed-up take on their reality, others will nitpick

"We could say London drinks too much and leaves too early. But none of us are saying that," a US emissary tells the desk. HBO sent over Jamie O'Brien as an executive producer to "babysit" Down and Kay. Is this in fact a depiction of the TV industry — the tussle between the writers, the BBC and HBO? "There is an uncannily accurate analogue," laughs Down.

Ultimately, however, *Industry* remains the creation of two men who were chewed up by the City and didn't lose their sense of humour or desire for competition in the process. "It's amazing how much leeway [HBO] give us. Amazing," says Kay. "They're usually saying to us: 'Make it more fucked up!'"

On BBC1 and iPlayer in the UK later this month and on HBO Max in the US now

The writers: Konrad Kay and Mickey Down



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- The semiconductor sector sees the largest growth in capital investment, rising to \$59.1bn
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When video games meet religion

GAMING
Tom Faber



There is a dissenter in my cult. He's refusing to work and I suspect that soon he'll turn the other cultists against me. I have several options to neutralise this threat: I could be gentle and "re-educate" him; put him in prison; or murder him to serve as an example. I opt for something splashier: ritual sacrifice. Ascending my infernal altar, I direct him to the centre of the pentagram. Demonic tentacles rise to claim the dissenter and my cult's faith level receives a healthy boost. My cultists cheer and go back to work.

In indie hit *Cult of the Lamb*, you play a sacrificial victim who turns the tables on those leading him to the slaughter by building his own demonic sect. The game is an original genre hybrid, half cult-management simulation and half rogue-like dungeon crawler. While its Satanism at first seems as a simple pastiche, with time it raises deeper questions as you select your doctrines, drawing links between fringe cults and organised religion. Its cosy sense of community shows how sliding into a cult might be easier than you'd think.

The title stands out because it's rare for games to grapple with religion. While questions of morality, politics and war are regularly interrogated, faith is gaming's final taboo. Gamers and real-world religions have long harboured a hostility for one another: gaming communities tend to be aggressively secular, while over the decades games such as *Diablo* have been accused of encourag-

ing towards ancient mythology — they can say whatever they want about Odin or Ares and nobody complains.

Religious iconography mostly serves as set dressing. Gamers will be familiar with figures such as Zeus and Lucifer popping up, while the word "priest" is used in role-playing games to connote a white-magic user who uses powers from heaven to heal and smite, but has no apparent inner spiritual life.

Christian iconography is most pervasive, with the books of Genesis and Revelation influencing games as diverse as *Shin Megami Tensei* and *Dragon Quest*.

Questions of politics and war are regularly interrogated but faith is gaming's final taboo

The *Assassin's Creed* series engages religion as a historical force but not a metaphysical one, with flights of fancy including a fist-fight with a pope in *Assassin's Creed II*.

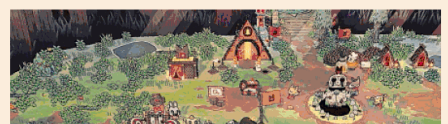
The nuances of religion's political role are more elegantly explored in strategy games. In the *Crusader Kings II* expansion *Sword of Islam*, you can explore the benefits of celebrating Ramadan. Long-running *Civilization* series has a system where you gather "faith" as a resource to accrue power, portraying religion as a force that can either spark conflict or bring communities together.

There are rare games that use fictional religions to dig into spiritual questions. *The Elder Scrolls* and *Dragon Age* present the role religion plays in society, while there are evocative ideas in *Fallout 3's* Children of Atom, who worship an unexploded atomic bomb, and the neotribal faiths of the *Horizon* series.

Rarer still are games that have something to say about real-world religions. *The Last of Us Part II* gives us a memorable conversation about Judaism in a synagogue, while Christian doctrine is interrogated for its connection to the US's racist past in *BioShock Infinite* and its history of child abuse in *The Binding of Isaac*, a nightmarish tale in which a boy flees his abusive zealot mother into the basement of his own mind.

Perhaps games and religions have more in common than we realise. Both tell complex stories of good and evil, asking: what happens after we die? What is the meaning of life? What does it mean to be good? The interactivity of gaming as a medium could mean exploring religion in a non-didactic way, but few have risen to this challenge.

When games do approach religious transcendence, such as *Journey*, a profoundly existential experience, it has been played at Exeter Cathedral, or *The Dragon, Cancer*, which explores how faith sustains a couple through the death of their child, they count among the medium's most memorable moments. Developers need not fear engaging with religion — they just need to have a little faith.





ing Satanism. A shootout scene in a cathedral in *Resistance: Fall of Man* prompted legal threats from the Church of England and an apology from Sony. Game developers are understandably anxious about provoking the ire of religious organisations, so when they want to explore religion they generally lean



In 'Cult of the Lamb', you play a sacrificial victim who builds a demonic sect

FT BIG READ. PRIVATE EQUITY

As streaming platforms took off, investors poured billions into buying song rights, creating a new asset class. But rising rates have soured the mood for asset managers seeking the next big thing.

By Anna Nicolaou and Kaye Wiggins

How Wall Street stormed the music business



For Barry Massarsky, a specialist number cruncher for pop stars and record labels, the financialisation of music has been very good business. "We are so busy. We are so unbelievably contracted with so many different players... new funds are coming in once or twice a week," Massarsky said in July. "[My business partner] is like: 'Hold the door shut!' It's wild... the market is scintillating."

People who have worked with Massarsky describe him as an eternal optimist — one former client compared him to the mentor in the film *Jerry Maguire* who says: "I clap my hands every morning and say, 'This is gonna be a great day!'". But, until recently, the Cornell business school graduate had spent more than a decade toiling in an industry suffering from chronic malaise.

As an economist he calculated the value of music royalties for record labels, publishers and artists. When online piracy disrupted the industry in the 2000s, he earned his keep by calculating, for example, how much Bob Dylan stood to lose due to copyright infringement on the website mp3.com.

But in recent years, music streaming has resuscitated industry revenue, while central banks cut interest rates to historic lows, sending investors searching for new sources of returns. The result: the world's biggest investors poured billions into what had been a staid sector and music royalty payments were turned into a recognised asset class. Massarsky and his small team were the financial wizards behind billions of dollars in transactions.

Today, music executives, lawyers and agents say the influx of Wall Street cash is unprecedented. After a string of investments in the sector, Blackstone now earns money every time Justin Timberlake's "SexyBack" plays in a shopping mall. Apollo gets paid each time Luis Fonsi's "Despacito" is blasted through a nightclub.

The phenomenon was pioneered by a London-listed investment trust called Hipgnosis, named after an art group that designed album covers for Pink Floyd and others. In 2018 Merck Mercuriadis, a music obsessive who once managed Elton John, created the fund as a vehicle to buy songs, pitching them to institutional investors as a way to make reliable, bond-like returns.

Merck Mercuriadis, front right, set up Hipgnosis as a way for investors to make reliable returns on music. The fund relies on Blackstone, led by Stephen Schwarzman, left, for funding

FT montage: Getty Images/Hulton Archive/EPA/EF

sang Leonard Cohen in his 1988 hit "Everybody Knows". Blackstone — the private equity titan whose chief executive, Stephen Schwarzman, made more than a billion dollars last year — not only owns rights to that song, but has packaged it up with a host of others and securitised it as collateral against hundreds of millions of dollars of debt.

The tale of how that happened traces the story of post-financial crisis capitalism. When Mercuriadis founded Hipgnosis in 2018, interest rates were low and the stock market was in its ninth year of a historic rally. As recently as 2019, only \$368m worth of music catalogue deals were announced publicly, according to Midia Research. But as investors made creative attempts to generate higher returns than the meagre sums on offer from government bonds, an investment case for songs was developed. Music catalogue dealmaking ballooned to \$5.3bn in 2021, says Midia.

The rationale went like this: by collecting a wide range of songs in one fund, their royalties — paid to copyright owners when a song is played — could be aggregated into a stream of cash flows from which to pay dividends.

Big investors such as Pimco and Apollo were lured into music royalties for the first time. Amid the rush, groups including Investec, Wealth & Investment, Aviva Investors and the Church of England's fund manager, CCLA, gave their money to Mercuriadis's London-listed investment trust Hipgnosis Songs Fund, which has spent it buying copyrights to more than 65,000 songs.

"We think this investment will generate supernormal returns... it's less well known [than other asset classes] and we think we're early to this," says Paul Flood, a portfolio manager at Newton Investment Management, which was HSF's 2022 annual report was its largest shareholder, with a 10 per cent stake.

Mercuriadis hired Massarsky as a third-party agent to calculate the song portfolio's "net asset value" to present to his shareholders. By Massarsky's calculations, Hipgnosis seemed to be making prophetically successful bets. Every six months, he calculated that the portfolio, to which songs were constantly being added, was worth more: from £128m in March 2019 to \$2.7bn at the end of March. (Hipgnosis's reporting currency changed from sterling to dollar.)

Meanwhile, Mercuriadis sealed his reputation as a friend to the stars, positioning himself as a bridge between stuffy investors and erratic musicians. He waxed lyrical in interviews about how songs were "better than gold or oil" as an investment. As his fund bought

more songs it reported ever-rising revenues — from £7.2m in 2019 to \$168.3m by March this year — and financiers rallied behind it. Four of the six banks that cover the stock — JPMorgan, the Royal Bank of Canada, Investec and Liberum — have a buy rating.

But the pace of acquisitions masked the underlying performance of the catalogues. The pro forma royalty revenue these songs generate — a measure that strips out the boost from new purchases — has been falling for at least the past two years, since it was first disclosed.

As of the end of August last year, Mercuriadis's London-listed fund had invested all the money it raised for song catalogues. It can no longer raise more without diluting shareholders — the share price is trading too far below the valuation that HSF derives from Massarsky's numbers. With that public fund in effective frozen, Mercuriadis now relies on Blackstone for funding.

Last year Blackstone bought Hipgnosis Song Management, Mercuriadis's management company, which advises the listed fund. Blackstone also set up a separate \$1bn fund, Hipgnosis Songs Capital, from which to do more song deals, which HFSM also advises. Mercuriadis used some of this cash to buy the catalogues of Cohen, Timberlake and others for the Blackstone fund.

In August Hipgnosis Songs Capital issued \$222m of asset-backed securities, or bonds that use song copyrights as collateral, to help finance its acquisitions. Chord Music Partners, backed by Blackstone's rival private equity group KKR, had arranged a similar securitisation in January, tied to about 62,000 songs. But HSC will have to pay more than 6 per cent a year for its debt, compared with just under 4 per cent paid by Chord, in a sign of how rising rates are already eating away at potential returns.

Blackstone is now imposing greater financial discipline, using data analytics to assess potential returns, say two people with knowledge of the matter. "A lot of deals that were totally irrationally priced 12 months ago, the irrational behaviour... is out of the market," says Hartwig Masuch, CEO of music company BMG, which has partnered with KKR to buy \$1bn of music rights. "There's been a little acknowledgment with some of the backers of financial vehicles that it's not enough that you're able to spend money. You have to make sense of what you buy."

A basket of good Even an economic conditions sour, Wall Street giants are still competing for hit songs against traditional buyers — the

major record labels — as well as smaller specialist funds. Blackstone has doubled down on its Hipgnosis investments. KKR re-entered the music business after a decade away, with a new billion-dollar fund. Carlyle, after helping finance a \$300m acquisition of Taylor Swift's former record label in 2019, has committed \$500m to buying songs. "If you think about investing in a lot of other asset classes right now, it's pretty treacherous. There's inflation, there's supply chain risk, there's geopolitical risk," says a senior executive at a big private equity group. "Music is relatively immune to those things."

Massarsky's consulting practice, which was sold to the larger accounting group Citrin Cooperman in January, is involved in about three-quarters of all deals in the market. Hipgnosis's listed vehicle uses Massarsky's asset value calculation as a measure of success and also a determinant of its borrowing: the fund is allowed to borrow 30 per cent of the equity value derived from Massarsky's figures. Mark Mulligan, a music analyst for Midia, says this structure can create a "virtuous cycle" as Hipgnosis's catalogue is revalued every six months.

"Hipgnosis goes to the market and says: this is how much our asset has increased in value," says Mulligan. "Not how much income has increased, but how much the valuation... has increased. So much of what drives the value is simply: how much are people willing to pay? How much they are willing to pay is shaped by the valuations... it's this echo chamber."

The head of one major music buyer says Massarsky "validates a lot of value that we would not accept as a price." "Remember that problem of the rating agencies in 2007?" says Michael Sukin, a music lawyer who hired Massarsky as an economist for the American Society of Composers, Authors and Publishers in the 1980s, referring to the subprime mortgage crisis.

"The Massarsky Group says its work is 'strictly independent' and that the firm is 'compensated solely for our expertise... We do not validate valuations, that is simply not part of what we do. We conduct independent valuations that reflect, to the best of our ability, what the market would be."

The investment trust model, which benefited Hipgnosis in previous years, has become a problem for the company in recent months. Increasingly its public stock is trading out of line with what Massarsky's estimates say the portfolio is worth — a gap of about 30 per cent. Massarsky Group's calculation of the net asset value of a song catalogue is deter-

When 10 different versions of the song 'Hallelujah' are added together they account for almost 13 per cent of the Blackstone catalogue's royalties

prevented from borrowing much, or any, more. It has already borrowed \$600m, about 27 per cent of its \$2.2bn operational equity value, close to its upper limit of 30 per cent. A major markdown, from \$2.2bn to \$1.5bn, would risk putting the fund in breach of the terms of its loans from JPMorgan and forcing it to repay some debt.

Hipgnosis executives privately tout Blackstone's involvement as a reassuring factor for shareholders in the original, listed fund, saying that if the share price falls the Wall Street private equity group could step in and buy its catalogue, putting a floor, of sorts, on its value. But Flood, from Newton, is wary of giving Blackstone too easy a path to snap up the catalogues cheaply.

"If Blackstone made a cheery bid, we would tell the board to see every record label on the planet and every other private equity firm" to get the highest possible price for the songs, he says.

When the music stops

A broader culture clash is being felt in the music industry as Wall Street enters a sector that had been used to operating more informally, with deals subject to the whims of big personalities and personal relationships.

Securitising songs has led to some unusual forms of financial analysis, such as a Kroll report that last month told bond investors a cover of Cohen's "Hallelujah" by Pentatonix, a US capella group, accounts for more than three times as many Spotify streams as the original. It also beats Jeff Buckley's cover. When 10 different versions of the song "Hallelujah" are added together they account for almost 13 per cent of the Blackstone catalogue's royalties.

Retrieving royalty payments — the lifeblood of these deals — can be a cumbersome process. Blackstone executives believe they can extract more money through more sophisticated management, say people familiar with the matter. The rationale is songs can be managed in a similar way to other assets: returns can be boosted by, say, persuading filmmakers to use songs from your catalogue, or bringing in royalty payments more quickly and efficiently.

The question now is whether financiers can find a way to profit despite soaring inflation and higher interest rates — and what will happen to investors' cash if they find they cannot.

Private equity executives often cite Goldman Sachs in validating their music investments, calling the bank's annual music report the "bible" of the market. Goldman predicts music revenue will nearly double to \$153bn by



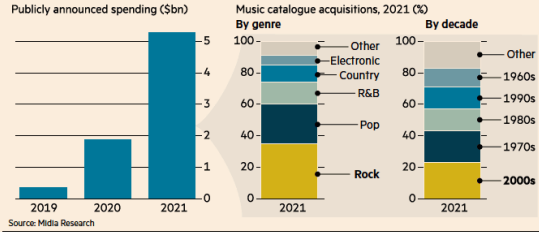
Pimco's chief investment officer... "Music IP, like other private markets, is an area where we haven't seen the markets fully react to the realities of what we're seeing in public markets. You're going to see transaction volumes slow down."

Under these conditions Massarsky's role will be crucial. If he were to start using higher interest rates as part of his calculations - reflecting rising real-world rates - the valuation of tens of thousands of songs would fall, potentially wreaking havoc for investors who have used debt towards the purchases. So far he has resisted.

The rich get rich

"Everybody knows the fight was fixed. The poor stay poor, the rich get rich,"

Spending on music catalogues is rising sharply, with rock and the 2000s proving particular sweet spots



Source: Media Research

mimed using a discount rate - an interest rate to help calculate the current value of future cash flows. The higher the discount rate, the lower the current value, and vice versa. Even as the Fed has aggressively raised interest rates this year, the group insists it does not need to increase its discount rate.

"We can't change [our rate] week to week, it would be irresponsible," says Nari Matsuura, a partner at Citir Cooperman and member of Massarsky's team. "A proper discount rate takes both the present and future into account and our current discount rate accommodates for that, which is why we think it's appropriate for the time being."

If the group did mark down valuations, Hipgnosis Songs Fund would be

146

Music catalogues owned by Hipgnosis, featuring the work of Ariana Grande (above)

3,854

Songs that reached No 1 on the music charts that are in its portfolio

\$2.7bn

Aggregate fair value of its portfolio, as determined by third-party assessment

2030, as streaming revenue rises 12 per cent per year on average.

But recent numbers tell a different story. Warner Music reported that second-quarter streaming revenue grew less than 3 per cent from a year ago, while market leader Universal said subscription streaming sales rose only 7 per cent after years of double-digit growth.

Yet through it all, Massarsky is bullish. He cites new ways of making money from songs, such as payments when they are played on Peloton bikes or TikTok. "We are absolutely amazed at the growth," he said in July, as stock markets lurched. "It is a basket of good."

Additional reporting by Brooke Masters and Harriet Agnew

The FT View



FINANCIAL TIMES

"Without fear and without favour"

EU must stand together in the energy war against Russia

Joint steps are needed to balance demand and supply and prevent hoarding

The energy stand-off between Russia and Europe is reaching high noon. The Kremlin last week shut down indefinitely its main westwards gas pipeline, Nord Stream 1, cutting total Russian gas flows to a fraction of prewar levels and sending prices surging. Vladimir Putin's calculation is that European countries will prove less able to bear soaring winter energy bills and possible shortages than Russia can withstand western sanctions - and that their unity and resolve will shatter before the spring brings renewed military offensives in Ukraine. With Kyiv's forces starting to make breakthroughs, the coming energy battle is one that democratic Europe cannot lose.

As the EU thrashes out its joint response, there is cause for guarded

optimism. Ursula von der Leyen, European Commission president, says Russian gas has fallen from 40 per cent of EU gas imports before the war to 9 per cent today. New suppliers of liquefied natural gas have been found, fuel sources switched and efficiency measures brought in. The EU's gas storage is 84 per cent full - ahead of the 80 per cent target it set for the end of October.

Prices, though volatile, have dropped below the level before the Nord Stream 1 closure was announced. Some analysts dare to whisper that, having already fired his main gas weapon, Putin may have limited ammunition left.

Yet there can be no false sense of security. Russia's NSI closure makes the winter recession that has loomed over the eurozone an ever-growing reality. The already high risk of rationing and blackouts has increased, and a harsh cold snap could quickly drain gas stores. Not all countries will be affected equally: those traditionally most reliant on Russian gas, including Germany, Italy and

central European nations, face a deeper economic downturn, which could impose strains on solidarity.

Super-high prices are still crushing households and industrial production, and higher interest rates will exacerbate the squeeze. Without robust action, German officials warned earlier this year of the potential for an "ice-cold winter", and thousands left out of work in industries that shut down, never to reopen. Progress has been made since then, but social unrest from the cost of living squeeze - as exemplified by recent protests in the Czech Republic - remains a risk. EU nations will be under pressure to spend even more to prevent such dislocation and avoid a backlash against the privations being demanded in the name of solidarity with Ukraine.

This makes the co-ordinated EU approach - which von der Leyen is due to outline on Wednesday - all the more critical. So far, countries have responded with varying policy prescriptions, including price caps, one-off pay-

Super-high prices are still crushing households and industrial production, and higher interest rates will exacerbate the squeeze

ments and subsidised transport. Some €350bn has already been spent and pledged, stretching public finances. Agreeing a joint plan will not be easy. Splits remain over plans for a gas price cap and mechanism to capture windfall profits. But the spirit of co-operation, within the EU and with other international partners, is the only way forward.

The higher gas demand remains and the tighter the availability of alternative supplies, the stickier inflation will be and the deeper the economic costs for the whole bloc. Joint demand and supply management will now be crucial; proposals for common efforts to cut power use and facilitate liquidity to energy companies are laudable.

These will need to be combined with efforts to strengthen energy infrastructure to help balance supply and demand, and co-ordination to prevent hoarding of supplies. Europe has held its ground well so far. But the economic war with Putin will finally be won or lost on how well the bloc can stick together.

ft.com/opinion

Opinion Science

How grief can affect the health of those left behind



he late Queen Elizabeth II spent the last 16 months of her life mourning the loss of Prince Philip, her beloved consort of 73 years whom she called her "strength and stay". The sovereign's sorrow reminded me of my mother's grief at losing my father, her husband and chief tea-maker for 52 years. Mum has not drunk a drop of tea in the two years since.

The death of a spouse is not merely a psychological trauma: evidence suggests it can measurably harm the physical health of the surviving partner. While it is never possible to determine the exact role that bereavement plays in the long-term health of a specific individual, large-scale studies point to a phenomenon called the "widowhood effect", in which the risk

A malfunctioning immune system is a key link between saddened mind and weakened body

of a person dying rises after their spouse passes away.

The findings form part of an emerging field of research called psychoneuroimmunology, focused on how psychological distress can trigger physical changes. That the sorrow of parting

O'Connor explains. "Even if it's a small increase, it's still happening on an older system." That pushes up the chance of a heart attack and stroke.

Widowed older people also show higher rates of sepsis, pneumonia and flu. A 2006 study by Anna Whitaker, now professor of behavioural medicine at Stirling university, found that bereavement in the year prior to flu vaccination was associated more strongly with a low antibody response than a person's level of social support. Those with the most severe grief symptoms, including depression, tend to suffer the most marked effects. It is the loss of a meaningful attachment that matters: there is no clear evidence, she says, on whether a longer marriage spells deeper grief, "but we do know losing an ex-spouse is not as impactful as losing a current spouse".

A malfunctioning immune system, then, is a key link between saddened mind and weakened body. Grieving spouses show higher than normal levels of cytokines, proteins that are marshalled in response to inflammation. Raised levels of the stress hormone cortisol may be the cause, with knock-on effects throughout the body. Bereaved partners have also often lost the person who reminded them to take their pills or attend medical check-ups, adding neglect to the factors that can subtly influence mortality (women tend to take the lead on family healthcare, which could partly explain the higher risk for bereaved men).

Consistent, quantitative findings on the link between bereavement and ill health, accumulating since the 1990s, have transformed the image of psychoneuroimmunology from a fringe discipline to one capable of offering

Letters

Covid is here to stay and Beijing's policy needs to reflect that

Ezekiel Emanuel's op-ed "China's zero-Covid policy is self-defeating" (Opinion, September 8) describes well the damage done by the current China policy. However, such pitfalls in decision-making are not uncommon. Where China goes wrong is it makes the classic mistake of conflating the "complicated" with the "complex". Research by the late Brenda Zimmerman, a renowned scholar of complexity science and adviser to the Flexus Institute in Washington, and more recently Dave Snowden's Cynefin

framework, show that "complicated" problems require analytical solutions which can often be found by a linear controlled approach. "Complex" problems are very different, and for them linear analytical approaches do not work well.

The Wuhan strain (and Delta which followed), with an infection rate R_0 , the basic reproduction number in a population with no immunity and no containment measures, of about three was a "complicated" challenge. One could predict through analysis how to

control the outbreak. And so the initial China policy worked well. While the rest of the world suffered, China for two years had relative freedoms, and indeed kept the global economy on a fairly even keel. However, Omicron is far more complex. Its infection rate is a quantum leap. It is impossible to analyse and predict where it will occur.

It is interesting to note that the zero-Covid policy in China has evolved into a "dynamic" zero-Covid policy, with a localised lockdown of a compound here, a factory there, or a brief circuit

breaker for a smaller town. However, the present approach to try to control the outbreaks of Omicron is simply unsustainable, given the complexity, Covid, like flu or the common cold, is here to stay. Time will tell how much further the policy in China evolves, but it will necessarily change.

The sooner it does, the better it will be for China and the world economy. Professor Nick Obolensky European Centre for Executive Development (Geneva) Insead, Fontainebleau, France

Tolerating Chinese drones will only encourage more

Since the developments described in Kathrin Hill's report "US tested by shortage of 'good options' on Taiwan as China resets military status quo" (Report, August 27), and in the follow-up article "Taiwan military shoots down suspected surveillance drone" (Report, September 2), the situation in Taiwan took another turn on September 2 when a drone from China dropped a parcel with some preserved food and a pen into Kinmen, the outlying island of Taiwan which has been repeatedly visited by Chinese drones.

Taiwan should demonstrate zero tolerance on intrusion into its airspace to establish a new normal in its relationship with China. If China can set a new status quo, so can Taiwan.

Drones are a cost-effective and low-risk means by which to create nuisance for another party and to test the waters. It is difficult to believe that an authoritarian government like China's would easily allow privately owned drones with surveillance capability and dropping capacity to fly around.

These "civilian" Chinese drones that intruded into Taiwan are believed to be military UAVs (unmanned aerial vehicles) in disguise. Beijing has long held the belief that Taiwan is afraid to confront China and would avoid war at all cost; while the US does not want to escalate the situation.

If Taiwan continues to tolerate these intrusions, Chinese drones will drop more and more dangerous items into Taiwan and Chinese fighter jets will venture deeper into Taiwan territories. While China may have been successful in resetting a new status quo with such frequent intrusions, Taiwan should also set its own new normal



the 2005 floods. One can berate the slow pace of foreign aid to the millions of suffering Pakistani citizens but one can equally and justifiably criticise successive Islamabad governments and their hopelessly misguided and continuing obsession with nuclear weapons which has provided absolutely no protection to their people, and at unaffordable cost. Nicholas Leigh Salisbury, Wiltshire, UK

New England governors' gas woes are self-inflicted

In the article "US gas pledge to Europe fuels domestic backlash" (Report, September 6) Justin Jacobs reports that the governors of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont have asked the Biden administration to help secure domestic supplies of liquefied natural gas from the Gulf of Mexico coast for

Provide Ofwat and Ofgem more funding, not a reset

Cat Rutter Pooley (Opinion, August 31) is right to argue that improvements are needed at both Ofwat and Ofgem regulators, but her suggestion of a reset by government will not achieve this. The issues she describes all result from giving greater priority to short-term fixes such as keeping prices down and permitting excessive profit extraction rather than investing in the water industry, encouraging undercapitalised companies to compete so as to lower prices for domestic customers in electricity and gas.

This is largely to please government, ahead of the need for effective long-term planning. The answer is not greater direction by government, which inevitably prioritises the short term, but reinforcing the regulators' independence from government and giving them the resources to do so. Ofwat, in particular, has been under-resourced ever since its inception. Jon Bird Bedlington, Northumberland, UK

Swiss show how utilities that are state-run can work

I take exception to the comments made by your correspondent Gregory Shenkan about state-owned industries (Letters, September 12). Here in Switzerland, in the canton of Vaud, utilities are state-owned. The water is clean and there is no discharging of untreated sewage into Lake Geneva. My electricity supply comes entirely from renewable sources (Report, August 30). Public transport is efficient, affordable and widely used and the minimum download speed I can get from the state's telecoms company is 100 Mbps at a second. All

Additional questions on subject of 'quiet quitting'

In "The term 'quiet quitting' is worse than nonsense" (Opinion, September 13) Sarah O'Connor argues that: "You only need to ask three questions. Do you think your work is harming your health? Do you have a decent line manager? And do you think you're paid fairly?"

Unfortunately the answers are likely to be: yes, no and don't know. Not very useful. What is really needed are some follow-up questions. How do you think the work environment could be improved in a healthier direction? What needs to be done to improve your line manager's effectiveness? And what do you think would be a fair payment?

The answers to these questions would encourage positive organisational development, and learning, as well as greater engagement, which should lead to higher outputs. Assuming, of course, that relevant action is taken on the feedback. Bruce Lloyd Emeritus Professor of Strategic Management, London South Bank University, London SE1, UK

Cosset kids with creativity, learning and friendships

Reading Stephen Bush's "Cossetting our children is a good thing - mostly" (Opinion, September 6) I am reminded of the time in 2005 when I went to listen to James Lovelock, the scientist known for his Gaia hypothesis, discuss the climate crisis.

At the end of his talk, as the mother of two children under 10, I asked him what skills and attitudes he thought they would need. To my disappointment, he said he did not

...can leave its calling card in our bodies suggests that mental and physical health are more closely connected than many of us believe.

"We know that grief affects health in general and that the widowhood effect is real," asserts Mary-Frances O'Connor, who leads the Grief, Loss and Social Stress (GLASS) Laboratory at the University of Arizona.

The trauma can potentially exert a modest but malign influence on health for longer (estimates, she points out, range from no effect to an increased mortality rate of 5-7 per cent a year after bereavement).

...and establish that it has the resolve to face aggression and is not afraid to hit back. The best way to deal with aggression is to show both the will and capability to do so.

Recognising the heightened risk should prompt vigilance: high blood pressure, for example, is easy to detect and treat. Relaxing activities, such as walking or yoga, offer the body a break from the physical burden of mourning.

As for "grief-adjacent" children like O'Connor advises, we can soften a parent's loneliness but should recognise that their yearning for a vanished soulmate will linger.

What, besides human fickleness and whimsy, is at work here? The departure (for now) of Trump is part of it.

The writer is a science commentator

...and establish that it has the resolve to face aggression and is not afraid to hit back. The best way to deal with aggression is to show both the will and capability to do so.

Kuan-Cheng Chen Research Associate, Centre of Taiwan Studies, School of Oriental and African Studies, University of London Singapore

Pakistan must end its nuclear weapons obsession

Your editorial "Pakistan's perfect storm is an urgent call to action" (FT View, September 8) seems to skirt around a glaring issue.

Surely Pakistan's main challenge is that it has no business being a nuclear state, which it has been since 1998, when a device was first tested.

It has an arsenal of 100-120 weapons, according to estimates by the Stockholm International Peace Research Institute, which costs over \$1bn a year to maintain, money better spent on the nation's flood defences, especially given the damage caused by

...and establish that it has the resolve to face aggression and is not afraid to hit back. The best way to deal with aggression is to show both the will and capability to do so.

Those governors have vast volumes of natural gas for their doorstep in the Marcellus region gasfields where there is an estimated 50-50 years of gas resources still waiting to be used.

Most, if not all of those governors have long presided over regulations that have stopped pipelines being built locally - infrastructure that would be able to transport all the gas they need without the requirement for LNG to be shipped around the coast.

Such ships pollute the seas, plus LNG requires huge investments in building the liquefaction and regasification plants at each end. LNG exports also reduce the US trade deficit.

The governors would do well to fix their own self-inflicted problem and leave the administration to help US friends in Europe through these tough times caused by Vladimir Putin, an enemy of all in the free world.

James Hanshaw Zurich, Switzerland

...and establish that it has the resolve to face aggression and is not afraid to hit back. The best way to deal with aggression is to show both the will and capability to do so.

Perhaps the notion that "however badly private-sector companies perform, state-owned ones would be much worse" is unique to the UK. In which case, this is what should be looked at, rather than the concept of the state owning industries being fundamentally bad.

Stuart Mansfield-Waterhouse Lausanne, Switzerland

Even my uncle drew a line at one cube in his claret

Your Big Read ("The union revival brewing at Starbucks", September 5) describes a customer's demand: nine additions and modifications to a "Mango Dragonfruit Refresher", delaying the barista "by up to 15 minutes". One can only hope we have reached peak choice.

Nick Bradbury Reading, Berkshire, UK

...and establish that it has the resolve to face aggression and is not afraid to hit back. The best way to deal with aggression is to show both the will and capability to do so.

From which I decided that their future would require high levels of creativity, an insatiable capacity for learning and building strong relationships.

Creativity is all about risk and uncertainty; learning is what adaptation is all about, and friendships are sustaining at times of crisis.

Sadly, these qualities are the opposite of what most schools inculcate, so it must be the job of parents to fill these gaps.

Margaret Heffernan Farrington Gurney, Somerset, UK

Correction Germany generated 82.6bn kWh of electricity from coal during the first half of 2022, not 82.6 kWh as wrongly stated in an article on September 8.

OPINION ON FT.COM Tony Barber The hard right's election breakthrough has upset the Swedish apple cart www.ft.com/opinion

Opinion

US soft power grows as the alternatives become clear



in 2020, according to the Pew Research Center, 31 per cent of French people had a favourable view of the US. (For reference, that is the same as it was the month when George W Bush launched an invasion of Iraq.)

on what I believe is called a "journey". In the past two years, America's favourability score is close to having doubled in much of the rich world.

I think it's time to stop asking my mum whether she has had a cup of tea yet. Instead, I'll be there to drink it with her whenever she's ready.

China could cite the advantages of its strict model of governance two years ago. That case is harder to make now.

And this is before China's property bubble and other domestic ills are counted into the bargain. The omnipresent state is starting to provoke shivers or even titters in the west, not the grudging admiration that autocrats hope for.

Expect this to be the way of the future. The more visible the challengers to it become, the better the US will look. Nor

It is hard to know what is more striking: the surge in the nation's popularity or how little it did to achieve it

is China even the most generous donor to America's global image. Russia's invasion of Ukraine has seen to that. Had the US said and done nothing, it would still have shone next to the violently revisionist Kremlin.

Ukraine's ever more successful defence, it stands out as a benign and effective superpower, at least in the democratic world.

Anti-Americanism is so often a luxury sport. It thrives when an alternative hegemon is too remote and ill-defined a prospect to merit scrutiny. The US is therefore compared to a perfect standard rather than the earthly options.

Well, what China and Russia have done of late is define the choice, China, as it rises, will keep doing so. The price of great power status is scrutiny.

It is hard to know what is more striking: the surge in US popularity, or how little the nation has had to do to achieve it. Its arms donations to Ukraine are precious to that besieged republic but not even a rounding error

in the American arsenal. "Don't be Russia or China" as is elaborate as Washington's soft power strategy has needed to be.

Popularity is not an idle asset. Over time, it will bring the US diplomatic leverage, the force-multiplying effect of alliances and (always the neatest definition of soft power) other nations wanting what it wants. In other words, there are compensations to imperial decline.

To put it another way, the unipolar moment after the cold war was never an unalloyed good for America. At home, the body politic was free to turn on itself. Abroad, the world was free to hold the nation to an impossible standard.

be. I don't mean to suggest the world is seeing autocratic roughness and flinching from it out of principle. If that were true, the US would have gained in popularity during the Russian intervention in Syria in the past decade.

No, the story of the year is autocratic incompetence. "When people see a strong horse and a weak horse," Osama bin Laden is supposed to have said, "by nature they will like the strong horse."

This has been illiberalism's pitch through the ages: not that it is nobler or more moral, but that it works. In this telling, democracy is a well-meaning charter for chaos and weakness. This trope somehow survives the regimes that peddle it: Prussia, the Empire of Japan, the Soviet Union.

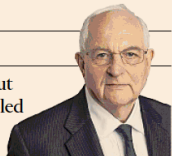
It seems to need refuelling each generation or so. So far, at least, 2022 is obliging.

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Globalisation is not dying, it's changing

Martin Wolf Economics

Trade in goods may be slowing, but the potential for technology-enabled trade in services remains huge



What is the future of globalisation? This is among the biggest questions of our time. In June, I argued that, contrary to increasingly widespread opinion, "Globalisation is not dead. It may not even be dying. But it is changing."

Since the industrial revolution, we have, argues Richard Baldwin in his book The Great Convergence, seen three waves of opportunities to trade. First, industrialisation and the revolution in transport generated opportunities for trade in goods.

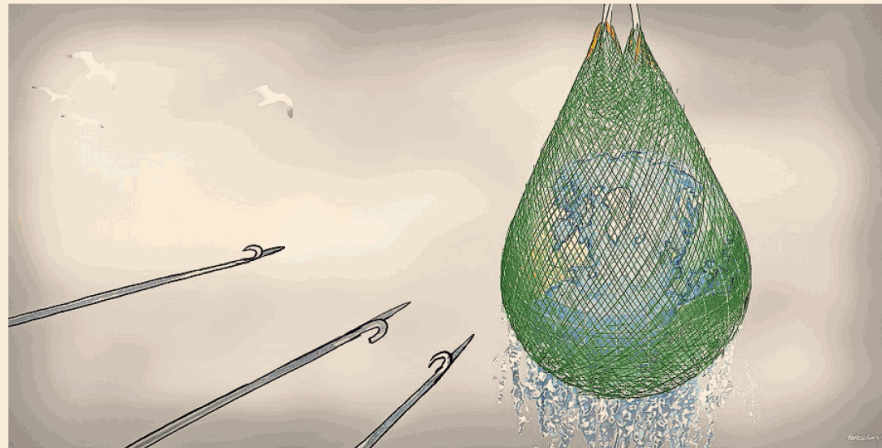
Moreover, an important difference between the first and second waves, which need movement of objects, and the third, which moves information virtually, is that obstacles to physical trade are far easier to impose than those to virtual trade. It is not impossible to

view of the history of globalisation and trade is misleading on a number of dimensions. What then is that view? It is that after some two decades of very rapid growth, world trade in goods peaked in 2008, under the mortal blow of the financial crisis, as the world turned away from trade. (See charts.)

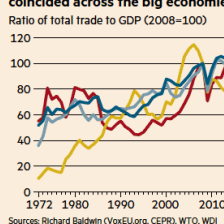
This view both of what happened and why is misleading. First, the trade ratio of the world's second largest trader of goods, China, actually peaked before 2008 (in 2006). Those of the third and fourth largest goods traders, the US and Japan, peaked after 2008 (in 2011 and 2014). The ratio of the largest trader, the EU, has not peaked, though it has stagnated.

Second, the biggest fall in the trade ratio is in China. But this does not reflect protectionism abroad or a deliberate turning away from trade by China itself. China has merely normalised reliance on trade relative to its economic size.

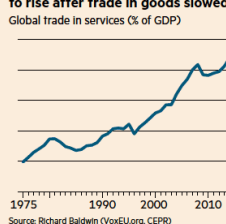
Third, in money terms, the biggest cause of the declining trade ratio was the fall in the price of commodities, not a reduction in the volume of trade. This price fall accounted for 5.7 percentage points of the 9.1 percentage points decline in the ratio of goods trade to world output between 2008 and 2020.



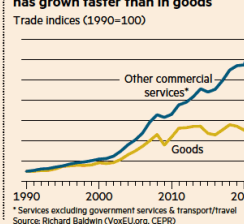
Peaks in openness to trade have not coincided across the big economies



World trade in services continued to rise after trade in goods slowed



Trade in 'other commercial services' has grown faster than in goods



heterogeneous group of activities, some of which require movement of people (tourism, for example). But activities in the exceptionally dynamic category of "other commercial services" can, in large part, be supplied virtually.

A crucial point is that the expansion of trade in such services has depended little on trade agreements. The regulation

Thus, a "US accountant can employ pretty much anybody to tally up a client's travel expenses and collate them with expense receipts". Examples of occupations that provide intermediate as opposed to final services include book-keepers, forensic accountants, screeners of CVs, administrative assistants, online help staff, graphic designers, copy-editors, personal assistants, X-ray readers, IT security consultants, IT help staff, software engineers, lawyers who check contracts, financial analysts who write reports. The list goes on.

But it will be hard to protect them. In all, the evidence suggests that natural economic forces have largely been responsible for past changes in the pattern of world trade. Growing concern over the security of supply chains will no doubt add to these changes, though whether the result will be "reshoring" or "friendshoring" is doubtful. More likely is a complex pattern of diversification. Meanwhile, technology is opening up new areas of growth in services.

Nevertheless, say, disasters may change this picture: Covid was disruptive; so,

impose the latter, as China shows. But it requires great effort.

As Baldwin argues in four recent blogs, this analytical framework allows us to view the future of trade in a different light from the one now fashionable. In particular, what he calls the "lazy"

Finally, there is indeed evidence of an unwinding of cross-border supply chains, but the turning point seems to be in 2013, after the financial crisis, and before the election of Donald Trump. A key explanation is the shift of supply chains inside the new suppliers, espe-

A key explanation for the unwinding of cross-border supply chains is their shift inside the new suppliers

of service activities focuses on final services, not intermediate ones. There exist, for example, strict rules on selling accounting services in the US. Yet there are few rules on the qualifications of the workers that do the paperwork behind the provision of such services.

As Baldwin argues in *The Globalists Upheaval*, the potential for this sort of technology-enabled trade is huge. It will also be highly disruptive: the white-collar workers who provide these services in high-income countries are an important part of the middle

too, is today's energy crisis; and war or the threat of it would disrupt even more. Healthy global trade is a sign of peace, even if it may not cause it. Nobody sane would desire the grim alternatives.

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Artificial intelligence tries its hand at economics

TECHNOLOGY

Oliver Roeder



Over the next few months, you and your computer code can hatch a plan to save a planet. It's a fictitious artificial planet, granted, but one that simulates the economy, geopolitics and climate of our real world. And perhaps your ideas will soon prove useful here on warming Earth.

Launched last month, AI for Global Climate Cooperation is a competition organised by Mila (an artificial intelligence institute in Quebec) and Salesforce Research. The group, working at

the intersection between AI and economics, is soliciting submissions in the form of novel climate agreements and negotiation protocols.

Academic economics is generally a conservative enterprise, but AI is slowly beginning to seep in. Instead of writing down and solving trusty formal mathematical models, with the assumptions and difficulties they carry, AI may allow economists to throw all their ingredients into a simulated stew and find out how it tastes.

When it comes to saving the planet, these ingredients will be plugged into "a multi-region integrated assessment model" called RICE-N, calibrated to the latest real world data. Each proposal will change the simulated world in some way, as its AI agents go about their self-interested business. The fictitious temperature will be checked and winners will be declared. But that's not where the work will end.

"That competition is just a vehicle for the community to quickly try out a lot of new solutions," said Stephan Zheng, a research scientist at Salesforce and a contest organiser. If the work passes ethical and peer review, "we can start

Simulating solutions could help real world policies but won't fix the most crucial problems on its own

thinking about communicating those results to the policymaking world, to the actual climate."

"We can do things that are hard to do analytically," said David Parkes, a member of the competition's jury.

"Economic models tend to be highly stylised – maybe with AI we can get closer to the real problem."

The real economic problem in this instance is climate change. But a similar approach could shed light on other knotty challenges for economists – tax policy, contract design, trade deals or the supply chain.

The advantages are many. AI agents might be able to do some of the dirty work for us, playing out our proposals to their conclusions. They also mean that if we mess things up, we won't cause our own extinction. Let the simulation wrestle with the tricky business of geoscience, meteorology, macroeconomics, international politics and national interests.

AI for Global Climate Cooperation (perhaps an algorithm could invent a snappier name) builds off the earlier AI Economist project, in which AI citizens wander around a simulated two-dimensional digital world of houses, coins, wood and stone. An AI government keeps a watchful eye, aiming to maximise

productivity and equality, learning as it goes about the behaviour of its digital constituency and responses to new policies such as a change in the income tax rate. There are hopes that the growing influence of AI in economics might also address a trio of nagging difficulties in the field. The first is the sheer number of people that exist, with all their different interests. For tractability, economists often assume the existence of a Platonic "representative agent", or simply elide the fact that many real people make up the real world. With enough computational power, perhaps you can simulate them.

Second are the logistical, political and financial barriers that exist when it comes to experimentation. It's not often feasible to test a pet tax policy, social program or international agreement in the real world. But it's easy enough to change the laws and parameters of an artificial planet. The final hurdle is a

conundrum at the heart of game theory. Just because an agreement is great for the collective, or the climate, doesn't mean that individual actors will adhere to it – the central result of the prisoner's dilemma. No single authority can enforce the optimal deal, so successful agreements – climate agreements included – must be upheld through a scaffold of supporting incentives. Perhaps a simulation can test many of these possible scaffolds without the risk of the whole thing falling apart.

But AI cannot solve the most crucial problems in economics – or anything else – on its own. The most interesting problems are multidisciplinary and require wisdom beyond the models and algorithms. And eventually real people will need to shake hands, sign agreements and pass laws. At some point, the humans will need to get involved.

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Inflation/consumer stocks: you give me fever

Inflation delivered a double helping of doom for consumer industries yesterday. UK food delivery group Ocado and Fever-Tree, which makes tonic water, both said rising energy costs would hurt their numbers.

Inflation is hitting consumer businesses differently as it works its way through the system. Cost pressures are easing as economies slow, but patchily. Some agricultural commodities are near normal levels. Energy prices are falling, but remain historically steep.

The fatter margins of brand holders cushion them better than the slim pickings retailers characteristically receive.

Both factors put Fever-Tree in a stronger position than Ocado Retail, the delivery group's joint venture with Marks and Spencer. The mixers specialist will meet profit expectations for the year. Ocado Retail will merely break even. Shares in parent Ocado fell more than a tenth. It is heavily exposed to higher energy prices and the soaring cost of dry ice used to transport frozen goods.

Together they may add as much as £45m to group costs this year, wiping out the bulk of earnings from a top line of some £2bn. Sales are expected to fall for the first time this year as consumers trade down and reduce the size of their shopping baskets from pandemic-era levels.

Rising gas prices hurt Fever-Tree by increasing the costs of glass bottles. It said gross margins were 6.7 percentage points lower in the first half of the year. But it is managing to offset this with lower transatlantic freight costs as US capacity increases. A scarcity of workers is the biggest hurdle to that endeavour.

Both groups are still growing. Analysts expect sales at Fever-Tree to end the year up 15 per cent. Customer numbers grew 25 per cent to almost 1mn at Ocado. Capacity additions will add 200,000 of weekly orders to a total of 374,000 in the third quarter.

Unfortunately, inflation and higher interest rates are lowering the value of future earnings. Shares in both groups have lost at least half their value over the past year. Fever-Tree's earnings multiple is at 20 times compared

with a long-term average of 35.

Consumer groups have little choice but to huddle in the corner and take a beating in markets. Tough economic conditions and weak stock markets will persist for months to come.

UBS/Ralph Hamers: opinion Colm

A goal of Swiss wealth manager UBS is to preserve capital. That applies to its shareholders as well as its clients. Breaking off a \$1.4bn US acquisition of Wealthfront this month reflects good stewardship of investor equity.

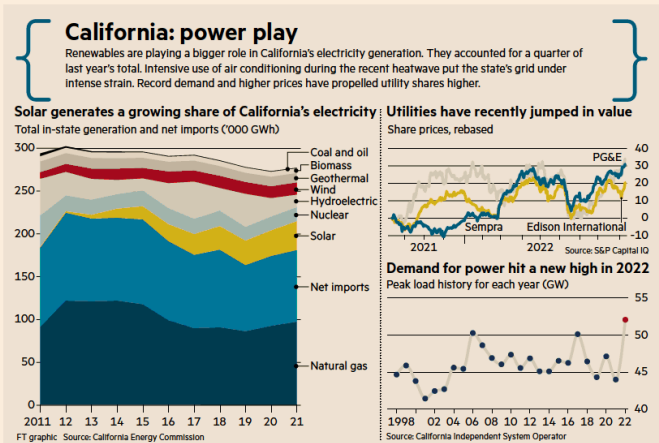
That deal, agreed by newish chief executive Ralph Hamers in January, was to be UBS's largest since 2008. Its cancellation will instead generate a shareholder windfall. Yesterday, UBS promised to raise its dividend by a tenth to \$0.55 a share and increase its proposed share buyback of \$5bn for 2022. As a sop to Wealthfront, UBS said it will invest \$70m into the robo-adviser at the same valuation. Markets shrugged, seeing these moves as a small positive.

Hamers, in charge since November 2020, is unlikely to benefit from this decision. The price he agreed – equal to 5 per cent of \$27bn of reported client assets – looks silly today. Most fintech valuations have crumbled. Some such as Klarna have suffered "down rounds" of financing this year.

New chair Colm Kelleher may well have guided the bank's board away from buying a business that looks more about front than wealth. Its focus on younger investors with fewer assets today – \$57,000 each on average – was meant to offer a base for later growth in the US wealth market.

Kelleher is a 30-year veteran of Morgan Stanley, which has transformed itself since 2008 into America's top wealth manager. His CV includes acting as chief financial officer and co-head of corporate strategy during the worst of the last financial crisis. Hamers, who has spoken of creating a Netflix-like interface for wealth clients, looks out of his depth in comparison. Since he took over as CEO the valuation gap between the two banks, measured on price to tangible book value, has doubled.

UBS's quarterly results have recently compared favourably with most peers,



California prides itself on its green credentials. But extreme climate events are putting these ambitions to the test. The state's power grid nearly maxed out last week after an unprecedented September heatwave sent demand soaring to record levels.

But bad news for California may be good news for local utility companies. The share prices of two of the biggest – Sempra Energy, owner of San Diego Gas and Electric, and Edison International, which owns Southern California Edison – have climbed more than a fifth since June. PG&E, which emerged from Chapter 11 bankruptcy just two years ago, has booked an even steeper one-third jump in value over the period.

Some of these gains come from

investors looking for shelter from higher inflation and interest rates. Utilities, with their stable cash flows and dividend payouts, offer that in spades. But record energy demand and higher prices also bode well for the sector's bottom line. Both Edison and Sempra are expected to more than double their net income this year. PG&E is on track to deliver its first annual profit in five years.

California's energy troubles are unlikely to dissipate. The state's green policies will increase electricity demand. One estimate reckons this could increase nearly 80 per cent by 2045. Policymakers have allowed too much fossil fuel capacity to be shut down without adequate renewable sources and large-scale back-up

batteries. Last year California generated more than a quarter of its electricity from renewables. About 45 per cent of this came from solar farms. But production plunges near sunset, just as electricity demand peaks when people return home.

Healthy, growing utilities will be essential if California wants to achieve net zero emissions by 2045. In the near term this means consumers will continue to pay high prices for their electricity – already among the country's most elevated.

Wildfires are a very real risk for California utilities. But these vary by utility. Edison and Sempra are less exposed than PG&E, for example. Utilities investors that have avoided California should take a second look.

Wall Street jobs: cull of the mild

Just a year ago, Wall Street banks were busy boosting pay and perks to appease junior bankers. These days, they are debating how many to let go.

Goldman Sachs is preparing for a round of job cuts that could come as soon as next week. JPMorgan laid off hundreds at its mortgage arm in June. Bank investors will be pleased. They have been griping about profligate pay. This ran up sharply last year.

Pity poor department heads, however well-remunerated. They furnish the C-suite with the scalps of the redundant at the opportunity cost represented by understaffing when markets and dealmaking rally.

But they are in a weak position to resist cost cuts and they know it. Investment banking activity is lacking. Last year's slew of IPOs and listings by special purpose acquisition companies is a distant memory.

JPMorgan, Bank of America, Citigroup, Goldman Sachs and Morgan Stanley collectively took in \$19.1bn of revenue from their investment banks in the first six months of 2022, a 32 per cent drop from the prior year period.

Yet headcount at JPMorgan's corporate and investment bank, is, for example, up 17 per cent compared with 2019. That works out to a net addition of more than 10,000 positions.

Compensation consultant Johnson Associates expects investment bankers to see the biggest year-on-year fall in bonuses across the financial industry this year. These are projected to fall as much as 45 per cent in underwriting and 25 per cent for advisory. Trading desks and macro and quant-focused hedge funds are the only two groups that can expect a bump-up in bonuses.

Job losses and pay cuts are simply aspects of the deflated feeling that ensues when a big asset bubble pops. Bankers say the pandemic encouraged them to hang on to underperformers deficient in killer instincts. Wall Street is poised to release them back into the wilds of the jobs market. Kindness, much talked about in the wake of lockdowns, now seems a little old hat.

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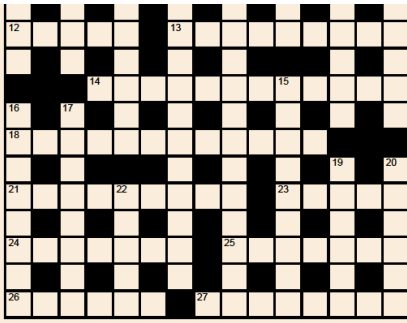
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CROSSWORD
No 17,199 Set by AARDVARK

ACROSS
1 Traveller always reflective about current suspension (8)
5 Part of Oxford perhaps to go over, except river (6)
10 Chap with tie, playing, related to a particular organ (7)

BAIN & COMPANY

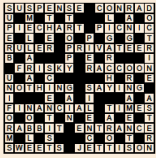
THE NEXT



- 11 Worker and father, Republican to the end, relatively eager (7)
 - 12 Dignitary some days filling in form (5)
 - 13 Ordinary course on manipulation of toes this person offered? (9)
 - 14 Actress and creator of fiction gets award right in middle of projects (5,7)
 - 18 Spanish gent, sealing complex deal, expands London theatre (7,5)
 - 21 Cry over Lofthario, rejecting first two wanting dance (5,4)
 - 23 Revolutionary loves festival site, making joyous shout (5)
 - 24 Excessively elaborate deliveries in match given Oval cheer? (7)
 - 25 Carry on regularly with milk round, initially needing alarm (7)
 - 26 One leaving wants house as described by estate agent? (3,3)
 - 27 Latest weapon to get through skin of drupe - Nancy's peeler (8)
- DOWN**
- 1 Again put up foreign capital to protect banks in Edinburgh (6)
 - 2 Snapper always complemented by a fruit (6)
 - 3 Rest of European football team reportedly dirty (9)
 - 4 Former head of the country boozier frequently baked stuff (8,6)
 - 6 Cap and old hat to put on (5)
 - 7 Gallant character, with vital energy, lifted ladies over track (8)
 - 8 Pick up funds to entertain Jasmine perhaps (8)
 - 9 Poet's weight change, on tour, alarmed wife ultimately (6,2,2,4)
 - 15 Right away, umbrella taken by driver shooting home (9)
 - 16 Bob's tone possibly remains liberal during relationship (3-5)
 - 17 Old adventurer's topless frame on ship uplifted Susan (8)
 - 19 Horse in jumping races? (6)
 - 20 Spring turned cold before start of Easter (6)
 - 22 Sharp rise in healthcare testing (5)

JOTTER PAD

Solution 17,198



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