



Growth plan fans concern about debt



ECB inflation outlook little changed



Friday, June 3, 2016 Sha'baan 27, 1437 AH

GULF®TIMES BUSINESS



FLYING HIGH: Page 12

Mideast carriers expected to post \$1.6bn in profit this year: IATA

Qatar real GDP growth to average 3.6% until 2019, says Moody's

By Santhosh V PerumalBusiness Reporter

atar's real gross domestic product (GDP) growth will average at 3.6% until 2019 but is constrained by "very mgh" inflation volatility, according to Moody's, an international credit rating agency.

Highlighting that economic diversification continues, with the non-hydrocarbon sector growing a robust 7.7% in 2015; Moody's said the sector has benefited from the country's accelerated infrastructure investment in the runup to the 2022 FIFA World Cup and as part of Qatar National Vision 2030 development plan.

State-owned entities have driven this growth by undertaking capital investments for infrastructure projects such as a metro network, port and rail freight lines and a new airport, it added.

"However, Qatar's overall real GDP will average at 3.6% until 2019, markedly lower than the average growth of around 6% between 2011 and 2015," Moody's said.

Real GDP grew at an average of 13.4% between 2006 and 2014, outpacing most rated sovereigns over that time, it said, adding the hydrocarbon sector accounted for 36% of GDP in 2015 (down from 51% in 2014) but contracted 0.1% year-on-year in real terms that year.

The country's proven oil and gas reserves are the fifth largest in the world, at approximately 188bn barrels of oil-equivalent in 2014.

Qatar is currently the world's leading exporter of liquefied natural gas, accounting for one third of global exports.

Qatar's economic strength is based on the country's exceptionally high income



A ship unloads vehicles at the Hamad Port in December last year (file). In the World Economic Forum Global Competitiveness Report 2015-16. Oatar ranked 14th out of 140 countries, the highest score among the Gulf Cooperation Council countries.

with a GDP per capita (based on purchasing power parity) of \$132,099 in 2015, the highest amongst Moody's rating universe. It also has significant proven oil and gas reserves and benefits from strong economic

The assessment also factored in the Qatari economy's high degree of competitiveness. In the World Economic Forum Global Competitiveness Report 2015-16, Qatar ranked 14th out of 140 countries, the highest score among the Gulf Co-

operation Council countries. Although Qatar's institutional strength is rated as 'high', taking into account its strong institutional framework and effectiveness; Moody's said governance, however, is constrained by "very high inflation volatility", a proxy for policy credibility and effectiveness.

Measured by the standard deviation of average annual CPI (consumer price index) inflation in the 10-year period between 2005 and 2014, it has been one of the highest among the countries it rates, according to Moody's.

"Nevertheless, inflation has been low and relatively stable since 2009," it added. Finding that the primary risk to the government's finances relate to fluctuations in global hydrocarbon prices, it said this risk, however, is mitigated by the country's sovereign wealth fund the Qatar Investment Authority's large and presumably liquid assets at around 180% of the GDP at December 2015.

Uber receives \$3.5bn investment from Saudi fund

Funding gives Uber the same valuation of \$62.5bn; managing director of Saudi sovereign wealth fund joins board

Bloomberg

Riyadh/San Francisco

Saudi Arabia's sovereign wealth fund made its highest-profile deal, investing \$3.5bn in US ride-share company Uber Technologies Inc as the country seeks to diversify its assets with more overseas acquisitions.

Yasir Alrumayyan, managing director of the Public Investment Fund, will take a board seat at the San Francisco-based company after the deal, which values Uber at \$62.5bn, the company said in a statement. It's the biggest investment in Uber to date and in line with the company's previous valuation.

Uber's biggest global competitor, Chinese ride-hailing company Didi, is working on closing a funding round of more than \$3.5bn, according to comments made on Wednesday in California by company president Jean Liu. Didi said last month it would raise \$1bn from Apple Inc while Alibaba Group Holding Ltd and its finance affiliate invested another \$400mn. India's Ola is also spending aggressively on expansion.

The unusual pairing between the Saudi fund and the top Silicon Valley startups fits the needs of both. Uber, in no hurry to hold an initial public offering, gets an unprecedented cash infusion to fund costly global expansion against a slew of well-funded competitors. Saudi Arabia, which has a wealth fund with about \$200bn in assets, moves forward with a strategy of overseas expansion after a more than four-decade focus on domestic investments.

The fund plans to boost its share of overseas holdings to about half by 2020 from 5% now, with Alrumayyan spear-heading a drive to recruit international bankers, according to people with knowledge of the matter.

Founded in 2009, Uber has won over investors with a promise to remake transportation. In addition to upending the taxi industry, the company has been researching self-driving cars and other services that CEO Travis Kalanick believe diminish the need for people to own a car. Other Uber investors include mutual fund Fidelity Investments, Chinese search engine company Baidu Inc and venture capital firms including Benchmark Capital.

Uber joins competitors in securing investment globally as the popularity of ride-hailing services surges. Lyft Inc, the second-largest ride-hailing company in the US, has raised at least \$100mn from Saudi Arabian billionaire Prince Alwaleed Bin Talal's Kingdom Holding Co. In July, Saudi Arabia's wealth fund took a 38% stake in Korea's Posco Engineering & Construction Co for \$1.1bn and also plans to invest in Russia. The fund may eventually control \$2tn once ownership of oil giant Saudi Aramco has been transferred, according to Deputy Crown Prince Mohammed bin Salman.

Opec ministers upbeat on oil price recovery

AFP Vienna

pec ministers were cautiously confident that the oil market is finally on the mend, cementing expectations that the group will keep crude gushing at a meeting in Vienna.

"The market is improving," Iraq's Deputy Oil Minister Fayyad al-Nima said a day before the bi-annual gathering of the Organisation of the Petroleum Exporting Countries.

"The market will become better in the second half of the year," he predicted, in comments echoed by other delegates from the 13-nation group.

Traditionally Opec, which pumps around a third of the world's crude, has collectively cut back or increased output in an attempt to manage the volatile price of oil.

But in the most recent drop, which has seen oil tumble from over \$100 in 2014 to close to \$25 in January, Opec – driven by Saudi Arabia – has changed tack.

Instead of reducing output, it has kept the oil flowing in order, experts say, to keep hold of market share by squeezing competitors – particularly US shale oil producers.

Although it has taken some time, straining even Saudi Arabia's finances, the strategy appears to be bearing fruit, with non-OPEC

output on course this year to fall sharply.

The price per barrel, meanwhile, last week touched \$50 for the first time in six months, making Opec – amid differences between Saudi Arabia and Iran – breathe easier.

Suhail al-Mazrouei, UAE Oil Minister, said

late Tuesday that he expected 2016 to be "the year of correction".

"The rules of the market, which is the gundly and domand are working" he told re-

"The rules of the market, which is the supply and demand, are working," he told reporters in Vienna.

Angola's Jose Maria Botelho de Vasconce-

los, oil minister, said that the price "tendency is a little bit positive".

However, Vasconcelos also said that An-

gola needed the price to rise further, while Venezuela's oil minister expressed worries that the recent recovery might peter out. Eulogio del Pino, whose economy has been pushed to the brink by the weak oil price, said

the recent rise was due to exceptional factors that have reduced global output.

These included strikes in Kuwait, wildfires in Canada, disruption in Nigeria and lower

output in Colombia, he said.

"It's not the situation of the market, it's some circumstances," he said."When those circumstances are removed, what is going to happen?" Algeria's Oil Minister Salah Khebri said a rebalancing of the market was "on track." He added however that further "efforts" were needed. Page 3

Al-Sada calls for oil prices above \$50 to lift investment



Qatar's Energy Minister and Opec President HE Dr Mohamed bin Saleh al-Sada arrives for the Opec meeting in Vienna, Austria yesterday. Al-Sada said yesterday that the oil market was positive at the moment and heading towards balance, adding the atmosphere at the Opec meeting was positive in reference to oil markets. He said a fair price to encourage investment would require crude to be above \$50 per barrel.

Obstacles could derail Middle East bond train

Reuters IFR London

The Middle East has had a triumphant quarter, with \$21bn of debt placed since April 1, but the market is beginning to creak around the edges and bankers warn that issuers will have a tougher time after the Ramadan break.

Qatar raised \$9bn from around a \$23bn book last week, just ahead of a trio of deals totalling \$2.45bn out of the UAE for DP World, Noor Bank and Emirates Islamic Bank.

"For now, the market is able to take it all," said a syndicate banker."Can you blame issuers for trying to come now?"

A second syndicate banker based in London said: "I would have thought there might be some digestion issues, but so far it doesn't seem that way."

One thing that has helped the market cope with the influx of deals is that they all have a slightly different spin - bank capital deals, sovereigns and sukuk have all featured.

"This has definitely helped," said the London-based syndicate banker."If they were all senior unsecured bank trades, it wouldn't have gone half as well." However, this does not mean

there is unlimited demand. "It's the same pot of capital

chasing these deals," said a lead on Noor Bank's \$500mn Additional Tier 1 trade that priced on Tuesday."From a GCC perspective, a lot of international investors are still asking about the

amount of liquidity among the local names."

Emirates Islamic's deal would have helped allay some of those liquidity fears - the \$750mn trade had 58% take-up from the Middle East.

"The worries at the start of the year about liquidity in the Middle East have gone for me now," said another syndicate banker.

A Middle East-based DCM banker said that for Qatar to raise as much as it did, the local banks must have had a lot of involvement with the deal.

"You need the regional bid in to get to the sort of levels Qatar reached," he said, pointing to Abu Dhabi's \$5bn trade in April, which had a strong international investor focus.

But there are signs the Middle East market is becoming over-

Secondary performance has been shaky for some deals, notably DP World and Noor, which saw their notes sinking soon after pricing, with bankers on and off the trades unable to agree on any clear reason.

"They were disappointing," said a bond trader, who said both notes were still bid below their reoffer prices last Friday

And the pipeline is still solid. IPIC is a possibility in euros, while Qatar's Commercial Bank was to meet investors from

Monday.

Oman has mandated for a US dollar deal that might still come to fruition before Ramadan begins less than a week from now. Qatar telecom company Oore-

doo has also mandated, but is

"Brexit and Fed hikes," said a syndicate banker."It could be a completely different world."

considering coming after Eid al-Fitr on July 5. Meanwhile, there is still the

big one from Saudi Arabia in the making.

The issuer sent a request for proposal last week and is thought to be targeting as much as \$10bn, though any deal is likely to come after the summer and bankers warn the sovereign could be facing a very different market then.



A view of a branch of Dubai Islamic Bank in Dubai (file). Dubai's index dropped 1.6% yesterday, weighed down by a 1.2% decline in blue chip Dubai Islamic Bank.

Gulf markets mixed before Opec meeting

Saudi petrochemical shares support index as oil near \$50: non-cyclical healthcare. consumer durable shares fare well; Dubai, Abu Dhabi hit by profit-taking in blue chips; Egypt's Cleopatra Hospital up 7.3% in first trading day; Beltone slumps post deal to buy US-based brokerage

Reuters

ulf stock markets were mixed before an Opec meeting later yesterday to discuss coordinated action among oil producers to support prices.

Egypt's market rose as a newly

strongly. Riyadh's stock index added 0.5% with support from some petrochemical shares

as Brent oil held near \$50 a barrel. Saudi Basic Industries climbed 1.5%. Low-cost supermarket operator Abdullah al-Othaim jumped 2.1 % to 99.00 riyals, its highest close since August 2015,

The stock is approaching its mean fair value of 108.27 riyals, according to a Reuters survey of analysts.

Of 12 analysts, seven have a "buy" rating on Othaim and the rest a "hold". Healthcare stocks also advanced with National Medical Care gaining 2.6%.

But Dubai's index dropped 1.6%, listed healthcare stock performed weighed down by a 1.2% decline in blue chip Dubai Islamic Bank.

Shuaa Capital, which had surged 6.3% on Wednesday after Reuters identified several bidders for a stake in it, fell back

The banking sector was the main drag on Abu Dhabi's index, which declined

Abu Dhabi Commercial Bank fell 3.5%. Cairo's main index rose 0.6% to 7,618 points, nearing minor technical resistance at its mid-May peak of 7,670 points.

Cleopatra Hospital Holding jumped 6.9% from its initial public offer price to 9.62 Egyptian pounds on its first day of

capital for the Islamic economy, the new sale may also comply with Shariah law.

Sigma Capital suggested a target price for the stock of 11.66 pounds, saying Egypt's healthcare sector was highly regarded but lacked representation on the

Investment bank EFG Hermes rose 1.6% to an 11-month closing high.

It has been in an uptrend since mid-

Dubai Group has said it will divest its 11.8% stake in EFG by the end of this year and investors are hoping a strategic shareholder could benefit the company. Elsewhere in the Gulf, Kuwait's index

edged up 0.1 % to 5,377 points; Oman's index was flat at 5,820 points, while Bahrain's index added 1.0 % to 1,116

Qatar bourse reverses gains amid sell pressure

The Qatar Stock Exchange was back in the negative terrain yesterday as its key index fell 40 points, mainly on domestic institutions' net selling and lower buying interests from

Profit-booking was seen strong, especially in the telecom, consumer goods and transport counters as the 20-stock fell 0.41% to 9,532.6

ing amid fall in volumes as the market awaited clear signals from Vienna where the Organisation of the Petroleum Exporting Countries met to discuss the strategies in the energy sector with oil prices gaining almost 85% since January this year. Later, after the market closed, oil prices fell as the oil group could not arrive at a consensus to set an output cap.

Islamic stocks were seen retreating faster than the conventional ones in the market, which is down 8.6% year-to-date.

However, foreign institutions' net selling considerably weakened in the bourse, where banking, telecom and industrials stocks together constituted about 70% of the total trading volume.

Market capitalisation fell 0.41%, or more than QR2bn, to QR517.14bn as small and mid-caps fell 0.64% each and large caps (0.41%); while microcaps gained 0.3%.

The Total Return Index shed 0.41% to 15,423.11 points, the All Share Index by 0.4% to 2,672.29 points and the Al Rayan Islamic Index by 0.7% to 3.721.77 points.

Telecom stocks shrank 1.13%, followed by consumer goods (0.94%), transport (0.9%), realty (0.49%), banks and financial services (0.46%) and industrials (0.25%); while insurance soared 1.17%

About 62% of the stocks were in the red with major losers being Vodafone Qatar, Nakilat, United Development Company, Barwa, Ezdan, Commercial Bank, Doha Bank, Qatar Islamic Bank, Medicare Group, Industries Qatar and Gulf International Services: even as Oatar Insurance, Aamal Company, Oatar Industrial Manufactur ing and Dlala bucked the trend. Domestic institutions turned net sellers to the tune of ORO.74mn compared with net buyers of QR3.46mn on June 1.

GCC (Gulf Cooperation Council) institutions' net buying plunged to QR11.18mn compared to QR44.62mn on Wednesday.

However, non-Qatari institutions' net selling weakened considerably to QR10.71mn against QR44.01mn the previous day.

Local retail investors turned net buyers to the extent of QRO.29mn compared with net sellers of ORO.79mn on June 1. GCC individual investors were also net buyers to the tune of QR1.2mn

Wednesday. Non-Qatari individual investors' net profit-booking weakened to QR1.25mn compared to QR2.37mn

against net sellers of QRO.93mn on

the previous day. Total trade volume fell 7% to 4.82mn shares, while value rose 10% to QR222.74mn and deals by

9% to 3,084. The real estate sector saw a 45% plunge in trade volume to 0.41mn equities, 43% in value to OR8,42mn and 23% in transactions to 227.

The banks and financial services sector's trade volume plummeted 40% to 1.48mn stocks, value by 15% to QR79.87mn and deals by 28% to 752

However, the consumer goods sector's trade volume almost doubled to 0.42mn shares and value more than doubled to OR31.42mn on more-than-doubled transactions

The market witnessed a 70% surge in the insurance sector's trade volume to 0.39mn equities, 84% in value to OR28.79mn and 54% in

deals to 252. The industrials sector's trade volume soared 44% to 0.92mn stocks and value by 21% to QR49.8mn; whereas transactions were down

4% to 625. The telecom sector reported a 37% increase in trade volume to 0.97mn shares, 44% in value to QR16.78mn and 92% in deals to 550.

The transport sector's trade volume expanded 15% to 0.23mn equities but value tanked 37% to QR7.66mn; even as transactions gained 14%

Egypt's Naguib Sawiris to buy 51% of Auerbach Grayson in US

Bloomberg

gyptian billionaire Naguib Sawiris' Beltone Financial Holding is buying a 51% stake in New ■ York-based brokerage Auerbach Grayson & Co as he works toward creating a major investment bank

The acquisition will give Beltone more access to the US, "in addition to boosting our expansion plans in frontier markets," Beltone chairman Sameh El-Torgoman said in a statement on Wednesday. Beltone didn't disclose the terms of the deal, which is expected to be completed in the coming weeks.

The transaction was announced as Sawiris faces delays in his effort to buy Commercial International Bank's investment-banking arm, CI Capital. That 924mn Egyptian-pound deal (\$104mn) deal has been held up by regulators in what Sawiris has repeatedly suggested as an example of political vendettas against him. Sawiris' Orascom Telecom Media & Technology bought Beltone last year.

The US purchase "comes as a surprise to us as CI Capital, which they are seeking to acquire, already has a foreign institutional platform," Allen Sandeep, director of research at Naeem Holding, said in a phone interview.

Betting on a recovery of the Egyptian economy, Sawiris said in an interview in March that "the end game is definitely to create the largest player in

Dubai said to prepare for bond as Gulf states rush to market



A Dubai Metro train passes along the rail line beside the Sheikh Zayed highway in Dubai. Dubai may be close to following its neighbours to the international bond market this year, according to people with knowledge of the emirate's plans. Bloomberg reported. The government will first update its euro medium-term note programme before appointing banks for a potential offering, which may surpass \$1bn, two people said, asking not to be identified because the information is private. The EMTN programme may be released as soon as June, they said. Dubai's Department of Finance didn't respond to a call and e-mail seeking comment outside of office hours. Dubai, whose economy relies more on tourism, retail and real estate than oil, tapped international bond markets publicly in April 2014 with a \$750mn sukuk due in 2029, according to data compiled by Bloomberg. Given the emirate's push to become a global



Saudi Arabia's Energy Minister Khalid al-Falih (centre) arrives for a meeting of Opec oil ministers in Vienna, Austria yesterday, While Saudi Arabia signalled yesterday it's ready to consider a surprise deal with fellow Opec members, attempting to mend divisions that had grown so wide many dubbed the organisation as good as dead, Iran opposed a group production target.

Saudi gesture for Opec unity meets Iran hurdle

Saudi minister wants to show that Opec isn't dead, people say; Iran wants return to country-quota system

Bloomberg London

audi Arabia faced resistance from Iran to proposals to restore a production target scrapped at Opec's last meeting in December as efforts to build unity were undermined by persistent divisions within the producer group.

While Saudi Arabia signalled yesterday it's ready to consider a surprise deal with fellow Opec members, attempting to mend divisions that had grown so wide many dubbed the organization as good as dead, Iran opposes a group produc-

"We will be very gentle in our approach, so we don't shock the market in any way," Saudi Arabia's new Oil Minister, Khalid al-Falih, said before

he sat down with his counterparts in Vienna yesterday. "We are satisfied with the price movement over the last few months and think it will continue to gently edge up without much intervention, assuming that more or less Opec production stays where it

The differences between Saudi Arabia and Iran, echo the demise of a proposal to freeze production in April. Saudi Arabia made that deal contingent on the participation of Iran, which has insisted on its right to boost crude output to pre-sanctions levels. Kuwait has also questioned the need for a production target, even as a rebound in oil prices eases tensions within the group.

"A general quota for Opec with no country quotas has no meaning," Iranian Oil Minister Bijan Namdar Zanganeh said yesterday. "It's not possible to control or supervise and what it means is that anyone can do whatever they like and just say that

it's within the share." Zanganeh said a country-quota system might be difficult to achieve at today's gathering.

As ministers sat down to meet in Vienna, Saudi Arabia, the organisation's largest oil exporter, was discussing ideas including restoring a production target, according to delegates familiar with the situation, asking not to be identified because the talks were private.

Still, no formal proposal had yet been made.

"Opec is still all over the place, but countries are groping for a way to send a signal of unity to the market," said Bob McNally, chairman of the Rapidan Group, who is in Vienna observing the meeting.

Although the Organization of Petroleum Exporting Countries regularly ignores its own output targets and there was no suggestion anyone would cut production, even token gestures could show a renewed unity and lift prices. Options under discussion included a new ceiling of 32.4mn bpd, according to Iraq's deputy oil minister. That's the same as the group estimated it produced

'Contrary to market speculation, Saudi Arabia is open to cooperation," Amrita Sen, chief oil analyst at consultant Energy Aspects Ltd, said in a

Oil prices have rallied about 80% since January, when they slumped to the lowest in more than a decade.

While Iraq and the UAE said they favoured an output ceiling, another Gulf state, Kuwait, illustrated the divisions. "We are not talking about an output ceiling so far," Kuwait Acting Oil Minister Anas al-Saleh said yesterday. "I don't think we need to divert from a strategy that has been working well so far. And the ceiling is not the strategy."

Any deal will depend on Iran, which until now has rejected any can on its production. Saudi Arabia and other Gulf Opec members have said in the past that Iran needs to participate in any deal. An April meeting in Qatar of oil producers from Opec and beyond ended in a failure because

Iran refused to sign up. Despite the obstacles to a deal, Riyadh's change of tone is striking and may reflect the desire of al-Falih, who last month became Saudi Arabia's first new oil minister in more than 20 years, to start his tenure with a successful

"I believe that the strategy that Opec adopted in 2014 has indeed succeeded," al-Falih said on Thursday. "We see supply and demand converging."

meeting.

Introducing a ceiling would show that "Opec is still important to the oil market," Gary Ross, chairman of PIRA Energy, a New York-based oil consultant, said. It would signal that "despite political differences, they can work together to achieve similar economic interests - this is certainly a more positive outcome than the

market expected," he said. A deal would be a shock. Last month, only one of 27 analysts surveyed by Bloomberg said they expected an output target from Opec's

Saudi clarifies position on oil market: Price does matter

audi Arabia not only cares about crude oil prices, but it wants higher prices to encourage investment in future production, the country's new energy minister said

Khalid al-Falih, speaking at the opening of the Opec meeting in Vienna, clarified the comments of the kingdom's Deputy Crown Prince Mohammed bin Salman, who said the kingdom didn't care whether oil prices were at \$30 or \$70. "They are all the same to us," he told Bloomberg in an interview in April.

Al-Falih, however, said the prince's comments reflected how the kingdom will manage its own internal affairs, including its capacity to weather low oil prices during long periods thanks to its ample foreign-exchange reserves, rather than a broader view about oil

"Saudi Arabia realises that price is a key part of the oil-market formula: It balances supply and demand," al-Falih told reporters in Vienna in his most extended remarks since becoming minister last month. "We realize that a long time under lower prices doesn't bring enough supply to meet the rise in de-

The remarks will be welcomed by fellow Organization of Petroleum Exporting Countries members and Big Oil and suggest concerns are growing in Riyadh that the current bust is sowing the seeds of the next boom. The global oil industry has embarked on a second straight year of spending cuts - the first time it has done so since 1986-87 - and executives expect a record third year in 2017, threatening a scarcity of supply.

"We realize that markets will balance at a higher price than what we have today and we just want to make sure we don't create a shortage and a concern among the industry that will drive prices up in a sharp way that will shock the system again," al-Falih said.

Saudi Arabia is worried that unless the industry starts investing soon, it would be unable to control prices during the next boom, according to people familiar with the kingdom's thinking, who asked not to be named. The industry faced similar problems in the early 2000s when the spending cuts of the late 1990s reduced supply just as China and other emerging countries demanded more oil.

Saudi Arabia has led Opec in sustaining output near record levels in recent years in an effort to squeeze out shale drillers in the US and other non-Opec producers. That strategy appears to be delivering results.

The International Energy Agency believes that non-Opec production will drop this year by 800,000 bpd this year - the biggest annual decline since 1992. The industry reduced capital spending by 24% last year and is expected to cut it by another 17% to about \$330bn this year, the IEA said in February.

Oil fields require constant investment to maintain production and companies need to drill hundreds of wells every year to discover new fields.

Oil group agrees on Nigeria official as new chief

DPA Vienna

ajor oil countries decided yesterday that Nigerian oil official Mohammed Barkindo will be the next leader of the Organization of the Petroleum Exporting Countries (Opec), but the group failed to reach consensus on a production strategy.

Barkindo, who is scheduled to start his three-year term in August, has extensive experience in the oil industry.

He already served as acting secretary general of Opec in 2006. From 2009 to 2010, he led the state-owned Nigerian National Petroleum Corp. However, Barkindo will not be setting the group's policy, as decisions are taken by its 13 member states in Latin America, Africa, Arab countries and Asia.

The Vienna meeting of Opec oil ministers exposed divisions over setting possible production limits to ramp up prices.

Iran demanded that the group that controls a third of global output should set production quotas for individual members to accommodate the Islamic republic's attempts to ramp up exports, now that sanctions imposed over its nuclear programme have been

Opec standing tall among the ruins of defunct alliances

Reuters

Vienna

Opec's sway over the global oil price has diminished in the last few years, but analysts say it is a long way off suffering the same fate as commodity groupings that fell victim to anything from technological advances to macroeconomic shifts.

Yesterday, the Organization of the Petroleum Exporting Countries failed to reach an agreement on output policy at its meeting in Vienna. Opec is not the first group that has

sought to manage the global price of a commodity and serve the interest of its members, but at 56 years old and still going, it has outlived all of them. The twentieth century is riddled with examples of other commodity groups, from tin to natural rubber and coffee, that tried their hand at managing global prices only to be overtaken by market forces and the advent of new

technologies. "At the beginning, it was easy to achieve their objectives, but then, as time went by, those organisations were going against the wind," senior economist at the World Bank John Baffes said. "They were trying to fight the market and you cannot really fight the market," Baffes added.

But after nearly two years of letting the

market determine global prices, and of members failing to agree on any production targets or cuts, the future of Opec has come into question, leading some of its own members to pronounce it dead by turning it into a talking forum. "Managing in a traditional way as we did in past may not come back again," Saudi Arabia's Energy Minister Khalid al-Falih

said in Vienna Analysts argue that it is too early to suggest the group is irrelevant. After all, Opec says its members hold 80 % of the world's proven oil reserves, and its lead member Saudi Arabia holds the

world's only significant spare capacity. Below are examples of other commodity organisations in recent history which have lost their pricesetting powers.

TEXAS RAILROAD COMMISION (TRC)

Established in 1891, the TRC effectively set global oil prices in the forty years to

government put it in charge of the country's spare capacity. But as US crude production declined and spare capacity dwindled, the TRC abandoned its quota system and allowed US producers to pump at full capacity in 1971. Opec, set up in 1960, effectively inherited the role of the TRC because of the group's spare capacity, and would apply the same production controls to influence oil prices. "I'll continue to assess its value and stop attending if and when I see that it has gone the way of the Texas Railroad Commission (TRC) -in existence, but an irrelevant group for the global oil market," Jaime Webster, senior energy director for IHS, recently

COFFEE

The London-based International Coffee Organisation (ICO) was set up in 1963 and sought to influence global prices through an export-quota system for its producing members. The system collapsed in 1973 due to "changes in the pattern of supply and demand," according to the ICO, but was reintroduced in 1980s. By the early 1990s, members of the organisation failed to agree on enforcing a new quota system and the ICA turned into "a forum for international cooperation on coffee matters". The ICO still hosts a series of events every year in London. but pricing policy is not on the agenda. Instead, they hold sessions that "aim to drive interest in coffee quality, to improve standards and to shorten



Opec says its members hold 80% of the world's proven oil reserves, and its lead member Saudi Arabia holds the world's only significant spare capacity

the distance between farmer, roaster,

barista and consumer."

The International Tin Council (ITC), established in the mid-1950s, regulated tin prices through maintaining a buffer stock: buying inventories when prices rose and selling when prices fell. But a sustained period of stable and favourable prices allowed non-signatory countries, particularly Brazil, to ramp up their tin production and flood the market.

The development of a substitute product, aluminium, which captured market share by becoming more appealing to the beverage can producers, Baffes said. The ITC maintained its buffer policy until it could no longer afford it, and went bankrupt in 1985.

NATURAL RUBBER

The International Natural Rubber Agreement, which also operated through maintaining a buffer stock, collapsed in 1999 in light of the Asian financial crisis as currency woes

undermined the role of its top Asian producers. Thailand, Malaysia and Indonesia then set up the International Tripartite Rubber Council in 2001, to implement measures supporting rubber farmers in the three countries mainly by restricting exports to shore up prices. Last February, the council announced export cuts equivalent to 6 % of global natural rubber output for a six-month period beginning in March. The cuts helped lift benchmark Asian prices but, like previous measures, the boost was only fleeting.



German robot maker deal should not be politicised, says China

Reuters Beijing

hina said yesterday the purchase of German industrial robot maker Kuka by Chinese home appliance maker Midea Group Co should not be politicised as it is simply a commercial deal.

Kuka is the latest and biggest German industrial technology group to be targeted by a Chinese buyer as the world's secondlargest economy makes the transition from a low-cost manufacturer into a high-tech industrial

German government sources have said Berlin would examine how critical Kuka's technology is for the digitisation of industry, an economic priority for Chancellor Angela Merkel's government.

Germany's economy minister Sigmar Gabriel said this week German was trying to coordinate an alternative offer for Kuka.

Chinese Foreign Ministry spokeswoman Hua Chunying said while she did not know anything about the deal, in principle the Chinese government supported and encouraged "win-win" cooperation between companies in accordance with market principles.

"All countries' governments have a responsibility to provide a good environment and conditions for that kind of win-win, mutually beneficial cooperation," she told a daily news brief-

"Any normal commercial activity should not perhaps be po-

Despite its concern about losing German technology to China, the ruling coalition of Merkel's conservatives and Gabriel's Social Democrats usually does not like to meddle in takeovers.

Merkel is expected to visit Beijing later this month.



Robots covered in plastic sheets are seen at a plant of Kuka Robotics in Shanghai. Kuka is the latest and biggest German industrial technology group to be targeted by a Chinese buyer as the world's second-largest economy makes the transition from a low-cost manufacturer into a high-tech industrial hub.

Japan growth strategy fans concern about govt's debt

Reuters

apan's government approved an economic growth strategy yesterday that failed to show how it will plug a hole in finances caused by delaying a sales tax increase, raising fears that an already alarmingly high public debt burden will

The strategy will raise wages for low-income earners and improve access to day care, but many of these policies were flagged earlier this year and economists have said they were not enough to narrow income disparity or address economic pressures building due to Japan's ageing and declining population.

Aggressive structural reforms are essential to pulling Japan out of decades of malaise. But, economists say the flaws in Prime Minister Shinzo Abe's piecemeal approach are evident in the lack of progress made after more than three years of "Abenomics", the name given to his mix of monetary easing, fiscal stimulus and structural reforms.

Critics say the delay in the tax increase due to weak consumption and the Bank of Japan's failure to slay deflation expectations despite resorting to negative interest rates show policymakers are running out of tools to fix an economy that will face even deeper problems of low growth and high debt as the population ages.

"It has become more difficult to meet our fiscal discipline targets," Economy Minister Nobuteru Ishihara told reporters after the cabinet approved the plan. "But the prime minister has clearly stated that our policies must change in response to the current situation."

The growth strategy reiterated a pledge to bring the primary budget balance into surplus by fiscal 2020 to rein in public debt, which is already more than double annual economic output, but did not say how the government would bridge the revenue shortfall caused by the tax increase delay.

Abe has said he will announce a "comprehensive and bold" economic package this autumn, raising concerns he will resort to big spending on infrastructure. Abe shifted his economic agenda this year to focus more on the redistribution of wealth and improving access to day care, partly to prepare for an upper house election on July 10.

Many economists said this shift reflected how little low-income households had benefited from Abe's earlier attempts to reflate a listless economy.

"The structural reforms that the third arrow of Abenomics promised and which do have potential to sustainably bolster the outlook for growth remain notably absent from the government's



People walk on a street at Shibuya shopping and amusement district in Tokyo. Japan's government approved an economic growth strategy yesterday that failed to show how it will plug a hole in finances caused by delaying a sales tax increase, raising fears that an already alarmingly high public debt burden will worsen.

plans," Moody's Investors Service said yesterday, as it warned that Abe's decision to delay a planned sales-tax increase and boost government spending was "credit negative" for Japan.

In December 2014 Moody's downgraded Japan to A1, four notches above the top rating, with a sta-

Abe's growth strategy will raise pay for child care workers, raise the minimum wage and improve access to elderly care, but economists say the reforms

do not go far enough to change Japan's two-tier labour market.

While the strategy takes steps to narrow the pay gap between regular and part-time employees, critics say it is still too easy for companies to flout labour laws and suppress pay for part-time workers. Some economists also worry companies could try to lower pay for full-time workers to narrow the pay gap, which would depress overall wage growth.

"There are many granular policies that lack con-

policies isn't wrong," said Yuichi Kodama, chief economist at Meiji Yasuda Life Insurance. "Japan's biggest problem is the ageing and shrinking of its population and the supply-side

creteness, though the general direction of these

weakening that follows from it." The government wants to raise the birth rate to

1.8 per woman from 1.4, which is a step in the right direction but still below 2.1 - the rate needed to prevent a population from shrinking.

BOJ's Sato criticises negative rates, urges flexible policy framework

Reuters Kushiro, Japan

Bank of Japan board member Takehiro Sato criticised the central bank's negative interest rate policy as counter-productive and urged the BoJ to adopt a policy framework more suited for a long-term

He also said the BoJ should not persist in achieving its 2% inflation target "at all cost" as price rises unaccompanied by wage gains would cool consumption, suggesting his opposition to any further monetary expansion.

Sato, a former bond market strategist who voted against the BoJ's January

decision to adopt negative rates, said yesterday the concept of charging banks for holding excess reserves had pushed down bank stocks and had hurt household confidence.

"Opinions are divided on the economic effects of the negative interest rate policy, and this is fuelling worries among the public," Sato said in a speech to business leaders in Kushiro, northern Japan. adding that he was sceptical of the idea that negative rates would boost capital expenditure.

The remarks drove down the dollar/ ven, already on a shaky footing on wavering market conviction of a US interest rate hike this month as some investors trimmed bets for near-term BoJ action.

Japanese stocks suffered their biggest daily percentage drop in a month due to the hit from a strong yen.

Sato's views run counter to those of BoJ governor Haruhiko Kuroda, who has expressed readiness to ease again to hit 2% inflation at the earliest date possible.

Japan's historic move in early February to adopt negative rates failed to boost stock prices or arrest an unwelcome rise in the yen, drawing criticism from lawmakers for confusing, rather than calming, markets.

In the first and boldest criticism made publicly by a BoJ policymaker. Sato said negative rates could hurt Japan's banking system by hitting financial institutions' already narrowing margins

and could even cause them to reduce lending.

"I believe the negative rate policy has the effect of monetary tightening, rather than easing," he said."When financial institutions face a negative spread, it's reasonable for them to shrink their balance sheet rather than expand it."

He told reporters after the meeting with business leaders that he was "clearly opposed" to deepening negative rates. Sato's remarks underscore the resist-

ance Kuroda may face if here were to propose expanding stimulus further.

Sato reiterated his view that the BoJ should consider its 2% inflation target as a long-term goal with room for flexibility. rather than one with a rigid deadline.

That meant the BoJ should modify its current massive asset buying programme, which was intended to be a short-term move aimed at shocking the public out of its deflationary mindset.

"The challenge now is to reform the current framework, which is intended to provide solutions in the short term, to one that is better suited for a war of attrition," he said.

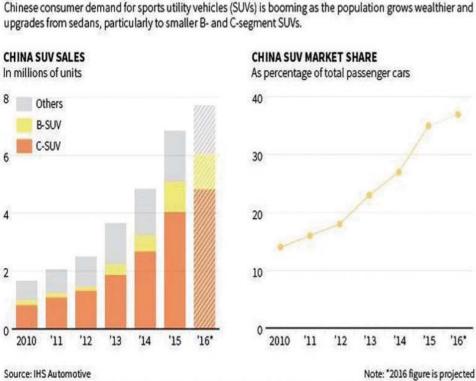
For a start, the BoJ should take a more flexible approach in meeting its base money target to avoid disrupting Japan's banking system through excessive money printing, he said.

"My belief is that 2% inflation is too high a level to aim for given Japan's low potential growth."

Cutting corners? China SUV makers forego safety feature

China's SUV boom

J. Wu, 30/05/2016



Reuters Beijing

'n China's booming sport utility vehicle (SUV) market, many automakers are selling cars without electronic stability control (ESC) as a standard feature, potentially putting lives at risk from rollover accidents. SUV sales topped 6mn in China last year, a

jump of more than 50% in an overall market that grew less than 5%, as drivers sought more room for their money.

As China's economy weakens, price-conscious drivers have shifted from foreign brands to cheaper domestic SUVs.

To make the sale, many automakers and dealers only offer ESC as an extra, more expensive, option. SUVs have a higher centre of gravity putting them more at risk of rolling over.

ESC counteracts that, quickly reorienting a skidding vehicle to stop it from rolling. A study published by Annals of Advances in Automotive Medicine found vehicles with ESC

are two-thirds less likely to flip. There is no legal requirement in China for ESC, and German parts maker Bosch says 43% of SUVs do not come equipped with this technology. Industry experts note that China, the world's biggest autos market, similarly doesn't legally require anti-lock brakes, and other developing markets including India and Mexico do not require air bags. In 2007, following a series of SUV rollovers, the United States ordered ESC to be compulsory in all passenger vehicles. The US National Highway Traffic Safety Ad-

ministration (NHSTA) estimated the change

saved more than 2,200 lives over a three-year period. "ESC saves lives," said Chris Harrison, head of China R&D at Continental AG, another German car parts and technology firm.

China's Ministry of Transportation and the Ministry of Industry and Information Technology, generally responsible for regulating the autos industry, did not respond to faxed questions about whether there are plans to make ESC compulsory.

Among the 10 best-selling SUVs in China last year, seven did not have ESC as a standard

Those included cars made by Great Wall Motor, Chongqing Changan Automobile, Anhui Jianghuai Automobile (JAC) and Chery Automobile, according to company representatives and officially published specifications.

The three foreign models in the top-10 are universally equipped with the safety feature, but some cheaper foreign SUVs also do not have ESC as standard in China.

BYD Co, Guangzhou Automobile Group and Geely said some of their models do not have stability control as standard, but it is often available on higher cost packages.

Most of the automakers said their SUVs complied with regulations and reflected consumer demand.

A spokesman for Chery said that with this year's model all its Tiggo SUVs come with ESC. JAC and Guangzhou Auto said sales of SUVs without ESC are very low and were part of a pricing strategy to attract customers.

Geely said the majority of its third-generation vehicles have ESC. Great Wall, Changan and BYD declined to comment.

It's hard to gauge whether the lack of ESC in so many SUVs sold in China has contributed to more fatalities. In the United States, detailed information on

every fatal road crash is made publicly available, but in China, crash records and data are often considered state secrets. The World Health Organisation estimates

China's overall traffic fatalities could be four times the official figure. The Ministry of Public Security records only

fatal rollover crashes on highways and does not break those down for sedans and SUVs. Its latest available data logged 630 rollovers

and 403 deaths on Chinese highways in 2014. In one instance in 2012, a Sante Fe SUV made

by Hawtai Motor skidded on a highway at 110 kms per hour (68 mph), crashed through the barrier and rolled three times, killing a passenger and injuring two others, according to documents provided by a car industry researcher.

The vehicle did not have stability control fitted. Last year, a Sportage SUV made by South Korea's Kia Motors and not equipped with ESC skidded and flipped over at 60 kph (37 mph) in snowy conditions, killing one occupant.

Both Hawtai and Kia said their cars comply with all legal requirements and some of their SUV models do have ESC.

Hawtai acknowledged that cars without ESC are less safe, but even those with the safety feature are "not 100% safe" because of road conditions and driver habits.

BAIC Motor Corp's Huansu SUVs, among China's 2015 top-10, did not offer ESC before last November, according to BAIC dealers and specifications on the automaker's website.

Thailand's PTT studies proposal for retail business IPO

Bangkok

Thailand's biggest energy company PTT is examining a proposal to list its retail business and is expected to complete the study in the third quarter of this year, the state-backed company's investor relations

official told Reuters yesterday PTT has hired JPMorgan Chase & Co and Phatra Securities to advise on the potential IPO, people familiar with the matter said.

The sources declined to be identified as

the information was not vet public. Kasikorn Securities, brokerage unit of Kasikornbank, has also been hired as an adviser, a Kasikorn official said.

Last month, PTT invited banks to make pitches and then selected the three to work on the IPO, the people added. PTT's retail division may be valued

between \$2bn and \$3bn, the people said. One of the proposals being considered includes bringing in a strategic partner before the likely IPO in 2017, they added. A successful listing would rank among

BTS Group's \$2.13bn IPO holds the

Thailand's largest IPOs

record for Thailand's biggest, PTT, like other global energy companies hit by slumping oil prices, is trying to find new ways to fund its capital spending needs. PTT plans to invest 297bn baht (\$8bn) during 2016-2020, of which 50.8bn baht is earmarked for this year.

It is also catching up with the global trend that has seen a series of oil companies selling their low-margin fuel marketing businesses

PTT has 1,458 outlets, representing 40% of Thailand's petrol station market. The company has said it plans to invest 20bn baht over the next five years to

expand its gas service station network to 1600. The planned IPO would consist of the oil marketing business and PTTowned Amazon coffee shops at the petrol stations, the official said

PTT shares extended gains to trade up 2.3% after Reuters first reported that the company was studying doing a possible IPO, while the benchmark Thailand index

Unlike in Western markets, where nonfuel businesses - convenience stores, fast food operations, and services such as car washing - can account for more than half of a gas station's profits, the majority of

PTT's profits comes from petrol sales. By spinning off the business and introducing a strategic partner, PTT is hoping it can help boost the share of non-fuel busi-

ness and improve its overall profit margin. Such a deal will boost the value of the low-margin marketing business, bolster the group's finances and free up funds for investment in exploration and production.

PTT has previously raised the prospects of a retail IPO, but this is the first time it has hired banks to undertake a detailed study, underscoring the seriousness of its intent. PTT's IPO plans comes two years after China's oil refiner Sinopec Corp raised \$17.5bn by selling almost 30% of its retail arm to 25 Chinese and foreign investors

Sinopec Retail plans to list the business at a later date. Sinopec's marketing and distribution unit, which includes a whole sale business, has more than 30,000 petrol stations and more than 23,000 convenience stores, as well as oil-product pipelines and storage facilities.

The PTT official declined to comment on hiring of the banks and the timing of the IPO. JPMorgan declined to comment Phatra Securities did not offer an im-

Sensex reverses losses; rupee gains 16 paise

Bloomberg

Mumbai

late rally in resources companies and metal producers helped the benchmark gauge erase earlier losses and close at a seven-month high for second time this week.

Coal India, the world's biggest producer of the fuel, and Tata Steel were the biggest gainers on the S&P BSE Sensex. Axis Bank rose to its highest price since October, while Hindustan Unilever gained for a second day. Drugmakers Sun Pharmaceutical Industries, Lupin and Dr Reddy's Laboratories were among the worst performers

The Sensex gained 0.5% at the close in Mumbai, as some investors bought into the intraday loss of 0.3%. A faster-than-anticipated economic expansion, a recovery in company profitability and forecast for above-average rainfall after back-to-back droughts has bolstered confidence in \$1.4tn stock market. The index jumped 4.1% last month, the most among Asian indexes.

"There may be small corrections in the markets, but the larger story remains intact as earnings are showing a smart turnaround and the monsoon outlook is positive," Deven Choksey, managing director of KR Choksey Shares & Securities, said in an interview to Bloomberg TV India in Mumbai. "Every dip is a buying opportunity." Sixty six per cent of the companies in the NSE Nifty 50 index posted earnings in the March quarter that exceeded or matched estimates. This compares with 52% in the three months ended December, data compiled by Bloomberg show. Sales for Sensex companies rose 7% year-onyear after five straight quarters of declines, the data show.

Official data this week showed the nation's world-beating economic growth accelerated a faster-than-estimated 7.9% in the March quarter. The figures cemented the nation's position as a bright spot among emerging markets as China slows while Russia and Brazil see contractions. Growth prospects will depend on how the monsoon pans out. The country is relying on a return to normal rainfall after two back-to-back droughts to increase crop output, help keep food prices in check and ease a drinking-water shortage.

Central bank governor Raghuram Rajan said last month that expectations a



The Bombay Stock Exchange. The Sensex gained 0.5% at the close yesterday.

good monsoon will boost food output may help temper inflation after a jump in April. Higher farm output may also be a political boon for Prime Minister Narendra Modi, who has sought to counter rising discontent in villages before key state elections with a pledge to double farmer incomes by

"The narrative on the Modi government will change over the next few months for one because the earnings cycle is turning." Ridham Desai, head of India research at Morgan Stanley, said in an interview with Bloomberg Quint in Mumbai. "People were

looking at the earnings cycle and thinking the government hasn't done enough work. Consumption in India is about to turn up sharply in the next 12 to 18 months." Desai said he's bullish on consumer-discretionary companies.

Coal India rallied to its highest level since March 11. The shares were raised to neutral from underweight at JPMorgan Chase & Co.

The gains helped a gauge of state-run companies climb to its highest level since April 27. Engineers India was the best performer on the gauge with a 6.8% surge. NHPC, a generator of hydro-power, rose for a third day.

Tata Steel advanced 2.6%, taking this year's gains to 31%. Axis Bank gained

2.4%. Hindustan Unilever added 1.5% The Sensex has climbed 2.8% so far this year and is valued at 16.6 times 12-month projected earnings, compared with a multiple of 11.9 for an index of emerging markets.

Meanwhile, the rupee made a smart recovery against dollar yesterday after a three-day straight fall and ended higher by 16 paise at 67.29 on fresh bout of dollar selling by banks and exporters.

Bullish Aberdeen hails India's potential with or without Rajan

mediate comment.

Bloomberg Mumbai

The rupee rebounded from its biggest drop in a week as Aberdeen Asset Management said it remained bullish on India, underscoring optimism the nation will continue to attract foreign investors even if central bank governor Raghuram Rajan leaves when his term ends in September.

While Rajan's leadership at the Reserve Bank of India has been important in re-establishing the nation's credibility, the economic reforms delivered by the government have been "equally if not more critical for encouraging the transition," Kenneth Akintewe, senior manager at Aberdeen Asset, said in an interview. The financial health of the world's fastest-growing major economy will keep investors interested in rupee bonds, according to Pacific Investment Management Co, which oversees about \$1.5tn.

The rupee advanced 0.2%, the most since May 25, to 67.29 a dollar in Mumbai, according to prices from local banks compiled by Bloomberg. That's the first gain in four days. Sovereign bonds were steady, with the yield on securities due in January 2026 at 7.49%. The currency and 10-year notes declined on Wednesday, and overseas holdings of Indian debt fell by the most in two weeks after Anandabazar Patrika, a local-language newspaper, reported that Rajan won't seek an extension to his three-year term, even though Prime Minister Narendra Modi wants him to stay on.

"Short-term reactions by the market are largely irrelevant," said Singapore-based Akintewe, whose firm oversaw \$421bn of assets as of March 31. The "sensible" investors, "many of whom were invested in India long before governor Rajan was appointed and in a much more challenging political and economic environment, will understand that India, with or without Rajan, has tremendous potential and is beginning to gradually realise that potential," he said.

The RBI, the Prime Minister's Office and the Finance Ministry all had no comment on the newspaper report.

More background on the topic of Rajan's reappointment can be found here. Investors including Western Asset Management Co have flagged Rajan's departure as a risk, given his success in boosting foreign-exchange reserves, stabilising the rupee and helping bring inflation under control.

"Rajan's exit will definitely have a negative impact, but probably it won't be lasting depending on who they put in that position," Mark Mobius, executive chairman of Templeton Emerging Markets Group, said in an interview with Bloomberg Quint yesterday. "If they can put in an equally capable, neutral, non-political person, then the impact would be less. But the initial impact will be negative."

Official data this week showed India's world-beating economic growth accelerated a faster-than-estimated 7.9% in the January-March quarter from a year earlier. Modi's government has been instrumental in narrowing the current- account deficit by curbing gold imports, while seeking to reduce bureaucracy, accelerate infrastructure construction and limit the budget shortfall to a nine-year low. "Policy continuity and economic stability will rely on a set of factors much broader than Governor Rajan," Akintewe said. "There are also numerous other factors beyond India's border affecting sentiment, from the Federal Reserve's interest-rate decisions as well as speculation around Brexit."

Global funds have been net buyers of \$2.2bn of Indian shares so far this year. Their holdings of local government and corporate debt have fallen Rs91.8bn (\$1.4bn) in 2016 after surging Rs2.2tn in the last two years. Aberdeen is most overweight in India among Asian government-bond positions.

Poll: Britain's pound would sink 9% if country voted to leave EU

Reuters London

The British pound would sink 9% against the dollar in the immediate aftermath of Britons voting to leave the European Union on June 23, a Reuters poll of foreign exchange strategists showed yesterday.

Conversely, if they decide to remain in the 28-member union then the pound would gain 4% on the greenback, the survey of more than 30 currency forecasters taken in the past week found.

When asked in April how sterling would fare, median forecasts suggested it would gain the same 4% soon after an 'In' vote but would fall 7% if Britain voted to leave.

Since then the 'Remain' camp appears to have gained some traction, which has supported sterling. In the latest FX poll, the biggest predicted drop after an 'Out' vote was 25% while the steepest gain from an 'In' vote was 15%.

Only one participant predicted a fall after an 'In' vote and none predicted a rise after a vote to leave. "The (opinion) polls seem towards the 'Remain'

outcome as does our hope and forecasts - so we believe something of that is priced in," said Stefan Grosse at NORD/LB, which could explain the change in forecasts from the last Reuters poll.

Lifting the pound to a three and a half-month high against the euro and a three-week high against the dollar a series of opinion polls last week pointed to the "In" camp opening up a lead over those favouring Brexit. However, the currency slipped on Wednesday and the cost of hedging against sharp falls in the exchange rate over the next month rose to its highest in over seven years on worries the

campaign for Britain to leave was gaining the upper

Last month, the Bank of England stepped up its warnings about the economic risks if Britain votes to leave, saying sterling could fall sharply, while economists are pretty much united in saying Brexit remained the biggest threat to growth.

Most respondents were based in Europe as Britain's electoral law places strict limits on political statements during official campaign periods and many regular survey respondents based in the UK declined to reply to extra questions this time.

The overall conclusions, however, were little changed from last time the question was asked when some UK-based firms responded.

Some of the world's largest macro funds are also positioned for a rise in sterling and set to benefit if Britain stays in. The total value of the top 10 funds' assets that report to it could rise 0.55% if the pound gains 5% after a 'Remain' vote, data tracker eVestment said on Wednesday.

Sterling was trading around \$1.44 earlier yesterday and medians in a wider poll of around 60 strategists suggest it will be at \$1.46 in a month's time. In six months one pound will get you \$1.48 and in

a year \$1.50, the poll said, a little more than thought a month ago

While markets are focused on how soon the Bank of England may start raising interest rates - or indeed if it will need to cut them again - the European Central Bank only just fired its latest easing salvo earlier this year. Against the euro, sterling is forecast to make solid gains. Yesterday one euro was worth about 77.7 pence and in a month it will be just 76.2 pence.

In six months a euro will fetch 74.0 pence and in a

Asian markets struggle on global growth concerns

Hong Kong

sian stocks eased yesterday after surveys showed global manufacturing activity and demand remain weak, while a jump in the yen sent Japan's Nikkei reeling more than

MSCI's broadest index of Asia-Pacific shares outside Japan struggled to keep its head above water after rising more than 3% over the last seven days.

Japan's Nikkei fell 2.3% after the dollar sunk to a two-week low against the yen overnight following Japanese Prime Minister Shinzo Abe's official announcement of a widely expected delay in a sales tax increase next year.

A spate of decent US economic data on Wednesday failed to lift Asian markets or reveal any fresh clues as to when the US

Federal Reserve might opt to raise interest rates, after officials hinted such an increase could come as early as June.

Market turnover has trended

lower in recent days as investors

stayed on the sidelines awaiting more clues on the future trend of US monetary policy.

2余年到用3

Today's key US non-farm payrolls report will be watched for the latest clues on the strength of the labour market recovery.

The disappointment over Tokyo's decision to delay a sales tax increase reverberated in the currency markets with the Japanese

Pedestrians walk past an electronic stock quotation board showing

share prices in Tokyo. Japan shares dropped more than 2% yesterday.

yen falling one big figure overnight to 109.480 from an overnight high of 110.830.

"There are three factors behind the dollar/yen tumble. First was the deterioration in

risk appetite. The second was that the dollar was vulnerable after having risen too sharply," said Shin Kadota, chief Japan FX strategist at Barclays in Tokyo. "Lastly, some participants appeared let down that the prime minister did not accompany the tax hike delay announcement with clear stimulus

The euro edged down 0.3% to 122.15 yen, nursing its losses after dropping to lows of 121.91 overnight, its weakest since May 6.

Against the dollar, the euro edged 0.24% higher to \$1.1208 ahead of the European Central Bank's policy meeting later in the

The ECB is widely anticipated to hold steady on monetary pol-

Crude oil futures slipped after a choppy session on Wednesday, as investors awaited this week's Opec meeting.

Reuters cited four sources from the Organisation of the Petroleum Exporting Countries as saying the industry group was likely to discuss an output ceiling at its meeting in Vienna yesterday.

But later, Iran's Oil Minister Bijan Zanganeh disagreed.

US crude was flat at \$49 a barrel, but remained above its overnight session low of \$47.75.





To Trade in International Equities Call 4015-5369/4015-5343, or Email: intlshares@dohabank.com.qa

Company Name	Lt Price	% Chg	Volume
Zad Holding Co	86.00	0.00	560
Widam Food Co	58.10	-0.68	146,121
Vodafone Qatar	10.61	-2.12	876,633
United Development Co	18.12	-1.47	7,182
Salam International Investme	11.08	0.18	43,329
Qatar & Oman Investment Co	10.94	0.27	1,400
Qatar Navigation	85.70	0.23	22,313
Qatar National Cement Co	85.40	-0.23	12,086
Qatar National Bank	134.20	0.00	121,627
Qatar Islamic Insurance	57.00	-1.72	200
Qatar Industrial Manufactur	41.30	3.25	26,037
Qatar International Islamic	60.50	-0.49	2,927
Qatari Investors Group	47.85	-0.10	205,796
Qatar Islamic Bank	92.20	-0.75	401,232
Qatar Gas Transport(Nakilat)	22.85	-1.93	171,997
Qatar General Insurance & Re	49.80	0.00	-
Qatar German Co For Medical	11.79	-0.76	20,769
Qatar Fuel Qsc	151.50	-0.33	17,979
Qatar First Bank	12.05	0.08	237,048
Qatar Electricity & Water Co	202.10	-0.20	27,748
Qatar Cinema & Film Distrib	32.50	0.00	-
Qatar Insurance Co	74.00	1.79	388,469
Ooredoo Qsc	82.30	-0.84	88,841
National Leasing	16.42	-0.79	14,432
Mazaya Qatar Real Estate Dev	13.18	0.23	116,409
lesaieed Petrochemical Holdi	18.20	0.22	216,904
Al Meera Consumer Goods Co	204.00	0.00	2,362
Medicare Group	98.00	-5.31	192,990
Mannai Corporation Qsc	86.50	0.00	208
Masraf Al Rayan	32.75	-0.30	243,707
Al Khalij Commercial Bank	16.10	-0.12	1,111
Industries Qatar	95.20	-0.94	231,637
Islamic Holding Group	63.30	-0.94	6,530
Gulf Warehousing Company	57.80	0.00	30,988
Gulf International Services	37.05	-0.27	137,769
Ezdan Holding Group	16.88	-0.35	146,030
Doha Insurance Co	19.10	0.00	5,209
Doha Bank Qsc	34.80	-1.42	142,741
Diala Holding	22.13	4.68	94,624
Commercial Bank Qsc	35.60	-2.06	203,436
Barwa Real Estate Co	30.65	-0.49	139,145
Al Khaleei Takaful Group	23.51	-3.05	10

Company Name	Lt Price	% Chg	Volume
United Wire Factories Compan	22.28 27.39	-0.62 -0.15	123,970
Etihad Etisalat Co Dar Al Arkan Real Estate Dev	4.99	0.60	345,342 3,149,782
Saudi Hollandi Bank	12.05	0.00	103,973
Rabigh Refining And Petroche Banque Saudi Fransi	11.54 22.28	0.17 2.25	571,518 176,501
Saudi Enaya Cooperative Insu	11.74	-0.09	741,403
Mediterranean & Gulf Insuran Saudi British Bank	20.61 21.15	-0.15 -0.52	897,117 8,095
Mohammad Al Mojil Group Co	12.55	0.00	-
Red Sea Housing Services Co Takween Advanced Industries	25.39 23.38	0.40 0.04	65,256 206,430
Sabb Takaful	24.36	-0.53	327,322
Saudi Arabian Fertilizer Co National Gypsum	62.03 13.60	-0.56 -0.73	209,658 98.410
Saudi Ceramic Co	38.10	0.16	130,693
National Gas & Industrializa Saudi Pharmaceutical Industr	22.25 36.60	0.45 0.00	53,390 21,361
Thimar	31.96	0.19	488,307
National Industrialization C Saudi Transport And Investme	12.64 53.00	1.28 0.47	1,512,181 196,599
Saudi Electricity Co	16.60	0.85	1,745,107
Saudi Arabia Refineries Co riyadh Development Company	34.74 17.95	-1.00 1.70	241,428 359,779
Al-Baha Development & Invest	13.50	0.00	-
Saudi Research And Marketing Aldrees Petroleum And Transp	43.67 34.46	-0.70 0.88	318,297 350,119
Saudi Vitrified Clay Pipe Co	91.25	0.55	2,740
Jarir Marketing Co Arab National Bank	116.75 19.10	1.04 0.53	44,051 38,795
Yanbu National Petrochemical	42.04	0.60	259,139
Arabian Cement Middle East Specialized Cabl	47.88 7.50	0.10 0.67	118,174 1.445.092
Al Khaleej Training And Educ	26.24	-1.13	195,006
Al Sagr Co-Operative Insuran Trade Union Cooperative Insu	34.18 13.56	-0.58 0.59	709,766 713.068
Arabia Insurance Cooperative	10.37	1.97	4,710,866
Saudi Chemical Company Fawaz Abdulaziz Alhokair & C	44.15 44.98	0.18 -1.32	83,209 776.927
Bupa Arabia For Cooperative	139.37	0.62	85,410
Wafa Insurance Jabal Omar Development Co	18.62 58.30	1.58 0.40	4,552,822 341.071
Saudi Basic Industries Corp	82.56	1.11	7,773,151
Saudi Kayan Petrochemical Co Etihad Atheeb Telecommunicat	6.30 3.89	0.00	8,325,178 1,048,229
Co For Cooperative Insurance	86.00	1.18	25,106
National Petrochemical Co Gulf Union Cooperative Insur	17.76 11.35	-0.22 -0.35	42,920 533,227
Gulf General Cooperative Ins	15.14	-1.17	503,057
Basic Chemical Industries Saudi Steel Pipe Co	28.98 18.14	-0.60	512,976 236,316
Buruj Cooperative Insurance	17.84	0.62	771,614
Mouwasat Medical Services Co Southern Province Cement Co	129.00 73.50	0.00	19,384 15.557
Maadaniyah	26.23	-2.53	727,351
Yamama Cement Co Jazan Development Co	26.23 11.77	0.00	392,319 1,098,201
Zamil Industrial Investment	28.02	0.21	228,019
Alujain Corporation (Alco) Tabuk Agricultural Developme	13.11 11.22	0.08 1.63	512,478 1,206,427
United Co-Operative Assuranc	10.64	5.03	1,276,747
Qassim Cement/The Saudi Advanced Industries	62.99 10.74	0.32 -0.37	39,886 1,898,545
Kingdom Holding Co	11.55	-0.86	332,660
Saudi Arabian Amiantit Co Al Jouf Agriculture Developm	7.93 29.16	-0.13 -2.11	383,699 69,434
Saudi Industrial Development	9.50	-1.04	1,086,763
Bishah Agriculture Riyad Bank	69.75 11.00	0.00	- 525,564
The National Agriculture Dev	20.99	0.00	566,986
Halwani Bros Co Arabian Pipes Co	61.38 9.85	-1.65 -0.40	42,159 214,339
Eastern Province Cement Co	30.01	-0.30	36,444
Al Qassim Agricultural Co Filing & Packing Materials M	9.85 39.80	-0.20 -2.24	359,614 530,746
Saudi Cable Co	7.21	4.34	4,221,468
Tihama Advertising & Public	33.70	-0.77	500,321
Saudi Investment Bank/The Astra Industrial Group	12.60 15.43	0.08	57,516 416,727
Saudi Public Transport Co	12.08	1.17	1,864,715
Taiba Holding Co Saudi Industrial Export Co	33.05 40.14	-0.81 0.25	74,637 218,497
Saudi Real Estate Co	19.50	0.41	765,906
Saudia Dairy & Foodstuff Co National Shipping Co Of/The	151.00 41.68	-3.33 2.18	56,449 1,677,532
Methanol Chemicals Co	6.86	2.08	1,221,557
Ace Arabia Cooperative Insur Mobile Telecommunications Co	40.28 7.54	4.87 0.27	507,962 1,108,705
Saudi Arabian Coop Ins Co	14.77	-0.81	967,579
Axa Cooperative Insurance Alsorayai Group	15.46 11.14	0.13	305,121 1,041,124
Weqaya For Takaful Insurance	19.39	0.00	-
Bank Albilad Al-Hassan G.I. Shaker Co	18.34 23.57	0.27 0.08	417,905 78,385
		0.54	437,047
Wataniya Insurance Co Abdullah Al Othaim Markets	46.37 99.96	3.05	120,493

SAUDI ARABIA			
Company Name	Lt Price	% Chg	Volume
Saudi Re For Cooperative Rei	6.20	1.97	3,385,507
Solidarity Saudi Takaful Co	9.18	3.96	5,964,949
Amana Cooperative Insurance	11.05	0.55	2,829,308
Alabdullatif Industrial Inv	17.29	-0.58	408,970
Saudi Printing & Packaging C	19.57	-1.16	1,023,288
Sanad Cooperative Insurance	15.23	0.00	-
Saudi Paper Manufacturing Co	12.30	-0.08	495,747
Alinma Bank	13.20	1.07	45,927,893
Almarai Co	54.46	0.04	129,039
Falcom Saudi Equity Etf	25.00	0.40	31,166
United International Transpo	36.92	0.19	54,148
Hsbc Amanah Saudi 20 Etf	25.40	0.00	-
Saudi International Petroche	13.99	0.00	134,710
Falcom Petrochemical Etf	21.50	0.00	-
Saudi United Cooperative Ins	11.44	0.09	616,763
Bank Al-Jazira	12.95	-0.92	2,082,582
Al Rajhi Bank	58.31	-0.12	1,502,320
Samba Financial Group	21.89	2.53	137,013
United Electronics Co	27.39	0.07	505,698
Allied Cooperative Insurance	14.35	0.07	423,393
Malath Cooperative & Reinsur	14.71	1.17	824,289
Alinma Tokio Marine	18.75	-0.95	820,179
Arabian Shield Cooperative	22.48	0.27	253,196
Savola	39.08	3.39	638,010
Wafrah For Industry And Deve	26.31	1.31	1,445,711
Fitaihi Holding Group	15.00	0.00	278,499
Tourism Enterprise Co/ Shams	34.21	-0.23	157,291
Sahara Petrochemical Co	11.15	0.09	1,385,679
Herfy Food Services Co	79.93	3.30	171,619

Company Name Lt Price % Chg Volume

KUWAIT

Company Name	Lt Price	% Chg	Volume
Securities Group Co	82.00	0.00	20,000
Sultan Center Food Products Kuwait Foundry Co Sak	61.00 176.00	1.67 0.00	181,200 1.000
Kuwait Financial Centre Sak	83.00	0.00	5,000
Ajial Real Estate Entmt Gulf Glass Manuf Co -Kscc	138.00 265.00	0.00 -8.62	200 8.677
Kuwait Finance & Investment	37.50	0.00	20,500
National Industries Co Ksc	210.00	0.00	3,887
Kuwait Real Estate Holding C Securities House/The	22.50 41.00	0.00 1.23	56,000 1,969,282
Boubyan Petrochemicals Co	520.00	0.00	305,008
Al Ahli Bank Of Kuwait Ahli United Bank (Almutahed)	330.00 415.00	0.00 1.22	158,074 53,320
National Bank Of Kuwait	620.00	0.00	1,785,575
Commercial Bank Of Kuwait Kuwait International Bank	430.00 194.00	0.00	749 256.951
Gulf Bank	224.00	1.82	500
Al-Massaleh Real Estate Co Al Arabiya Real Estate Co	44.00 32.50	0.00	12,000 245,000
Kuwait Remal Real Estate Co	34.00	-1.45	245,800
Alkout Industrial Projects C A'ayan Real Estate Co Sak	550.00 62.00	0.00	6,960 500
Investors Holding Group Co.K	22.50	0.00	7,564,974
Al-Mazaya Holding Co	118.00	-1.67	970,100
Al-Madar Finance & Invt Co Gulf Petroleum Investment	14.00 44.00	3.70 1.15	1,242,248 4,300,368
Mabanee Co Sakc	780.00	-1.27	640
City Group Inovest Co Bsc	530.00 53.00	0.00	9,649 76,911
Kuwait Gypsum Manufacturing	0.00	0.00	
Al-Deera Holding Co Alshamel International Hold	40.00 0.00	0.00	468,459
Mena Real Estate Co	23.00	0.00	88,000
National Slaughter House Amar Finance & Leasing Co	0.00 50.00	0.00	500
United Projects Group Kscc	690.00	0.00	14,999
National Consumer Holding Co Amwal International Investme	12.50 20.50	0.00 0.00	2,110 193,366
Amwai International Investme Jeeran Holdings	72.00	0.00	200
Equipment Holding Co K.S.C.C	65.00	0.00	2,283,311
Nafais Holding Safwan Trading & Contracting	174.00 305.00	0.00	250,000 49,695
Arkan Al Kuwait Real Estate	91.00	1.11	4,000
Gfh Financial Group Bsc Energy House Holding Co Kscp	69.00 43.00	0.00 -5.49	27,197 849,474
Kuwait Slaughter House Co	150.00	0.00	26,000
Kuwait Co For Process Plant Al Maidan Dental Clinic Co K	206.00 0.00	0.98 0.00	3,750
National Ranges Company	24.50	0.00	6,960,624
Al-Themar Real International Al-Ahleia Insurance Co Sakp	90.00 465.00	0.00	326,918 289
Wethaq Takaful Insurance Co	32.00	-1.54	750
Salbookh Trading Co Kscp Agar Real Estate Investments	75.00 0.00	-2.60 0.00	201,000
Hayat Communications	52.00	-3.70	109,500
Kuwait Packing Materials Mfg Soor Fuel Marketing Co Ksc	0.00 112.00	0.00 1.82	63,461
Alargan International Real	148.00	2.78	556
Burgan Co For Well Drilling Kuwait Resorts Co Kscc	88.00 91.00	0.00 2.25	3,000 2.873.300
Oula Fuel Marketing Co	110.00	-1.79	44,506
Palms Agro Production Co Ikarus Petroleum Industries	106.00 40.50	0.00 -1.22	300 200.900
Mubarrad Transport Co	63.00	0.00	293,400
Al Mowasat Health Care Co Shuaiba Industrial Co	200.00 275.00	0.00 0.00	95,000 261
Hits Telecom Holding	39.50	-2.47	51,186,823
First Takaful Insurance Co Kuwaiti Svrian Holding Co	50.00 30.50	0.00 -4.69	979 721,500
National Cleaning Company	40.50	0.00	106,885
Eyas For High & Technical Ed United Real Estate Company	0.00 92.00	0.00 -2.13	- 89,500
Agility	475.00	1.06	2,765,135
Kuwait & Middle East Fin Inv Fujairah Cement Industries	25.00 75.00	0.00	13,690 2,000
Livestock Transport & Tradng	176.00	6.02	343,000
International Resorts Co National Industries Grp Hold	33.50 112.00	1.52 1.82	832,209 271,120
Marine Services Co Ksc	100.00	0.00	270
Warba Insurance Co Kuwait United Poultry Co	102.00 176.00	-1.92 0.00	146,296 4,050
First Dubai Real Estate Deve	68.00	-2.86	3,449,731
Al Arabi Group Holding Co Kuwait Hotels Sak	60.00 0.00	0.00	400
Mobile Telecommunications Co	345.00	0.00	559,805
Al Safat Real Estate Co Tamdeen Real Estate Co Ksc	0.00 550.00	0.00 3.13	465
Al Mudon Intl Real Estate Co	28.50	0.00	4,285,750
Kuwait Cement Co Ksc Sharjah Cement & Indus Devel	375.00 80.00	-3.85 0.00	1,583 500
Kuwait Portland Cement Co	1,000.00	1.01	10,000
Educational Holding Group Bahrain Kuwait Insurance	190.00 0.00	0.00	10
Asiya Capital Investments Co	0.00	0.00	-
Kuwait Investment Co Burgan Bank	88.00 330.00	2.33 3.13	200 96,153
Kuwait Projects Co Holdings	510.00	-1.92	98,103
Al Madina For Finance And In Kuwait Insurance Co	43.50 300.00	1.16 5.26	6,561,103 109,361
Al Masaken Intl Real Estate	71.00	0.00	309,400
Intl Financial Advisors First Investment Co Kscc	0.00 51.00	0.00	- 823,126
Al Mal Investment Company	27.00	0.00	2,279,851
Bayan Investment Co Kscc Egypt Kuwait Holding Co Sae	34.00 126.00	0.00 3.28	168,000 119
Coast Investment Development	41.00	0.00	7,397,205
Privatization Holding Compan Kuwait Medical Services Co	47.50 0.00	0.00	554,280 -
Injazzat Real State Company	74.00	-2.63	127,010
Kuwait Cable Vision Sak Sanam Real Estate Co Kscc	25.00 33.00	0.00 1.54	16,000 101.000
Ithmaar Bank Bsc	39.00	0.00	743,200
Aviation Lease And Finance C Arzan Financial Group For Fi	204.00 33.50	3.03 0.00	62,190 147,380
Arzan Financiai Group For Fi Ajwan Gulf Real Estate Co	30.50	-7.58	447,200
Kuwait Business Town Real Es Future Kid Entertainment And	41.00 112.00	-1.20 -1.75	3,114,311 7,500
Specialities Group Holding C	77.00	-2.53	50,210
Abyaar Real Eastate Developm Dar Al Thuraya Real Estate C	24.50 0.00	0.00 0.00	836,555
Al-Dar National Real Estate	13.00	4.00	6,236,339
Kgl Logistics Company Kscc Combined Group Contracting	87.00 780.00	0.00 0.00	973,620 85
Zima Holding Co Ksc	42.50	0.00	1,129,088
Qurain Holding Co	0.00	0.00	-

UWAIT			
Company Name	Lt Price	% Chg	Volume
Boubyan Intl Industries Hold	29.00	0.00	111,300
Gulf Investment House Ksc	27.00	-1.82	1,865,190
Boubyan Bank K.S.C	400.00	0.00	47,530
Ahli United Bank B.S.C	192.00	1.05	447,328
Osos Holding Group Co	106.00	0.00	685,844
Al-Eid Food Ksc	99.00	0.00	89
Qurain Petrochemical Industr	204.00	-2.86	238,720
Advanced Technology Co	0.00	0.00	-
Ekttitab Holding Co Sak	35.00	-1.41	15,652,863
Kout Food Group Ksc	0.00	0.00	-
Real Estate Trade Centers Co	21.00	-6.67	1,000
Acico Industries Co Kscc	285.00	-3.39	49,045
Kipco Asset Management Co	80.00	0.00	5,000
National Petroleum Services	730.00	4.29	20,582
Alimtiaz Investment Co Kscc	70.00	0.00	32,500
Ras Al Khaimah White Cement	94.00	0.00	8,370
Kuwait Reinsurance Co Ksc	0.00	0.00	-
Kuwait & Gulf Link Transport	47.50	-3.06	693,770
Human Soft Holding Co Ksc	1,320.00	0.00	55,000
Automated Systems Co Kscc	350.00	7.69	50
Metal & Recycling Co	59.00	0.00	5,000
Gulf Franchising Holding Co	34.50	0.00	33,355
Al-Enma'a Real Estate Co	60.00	-1.64	15,000
National Mobile Telecommuni	1,200.00	9.09	39,410
Al Bareeq Holding Co Kscc	0.00	0.00	-
Housing Finance Co Sak	30.50	0.00	1,309,930
Al Salam Group Holding Co	37.50	-1.32	7,481,096
United Foodstuff Industries	0.00	0.00	-
Al Aman Investment Company	51.00	3.03	102,300
Mashaer Holdings Co Ksc	78.00	0.00	14,850
Manazel Holding	16.00	0.00	786,867
Mushrif Trading & Contractin	69.00	-1.43	763,081
Tijara And Real Estate Inves	0.00	0.00	-
Kuwait Building Materials	250.00	0.00	115,500
Jazeera Airways Co Ksc	900.00	0.00	219,783
Commercial Real Estate Co	76.00	0.00	131,976
Future Communications Co	99.00	0.00	96.000
National International Co	53.00	3.92	42.700
Taameer Real Estate Invest C	22.50	0.00	890.500
Gulf Cement Co	74.00	0.00	65,000
Heavy Engineering And Ship B	158.00	-1.25	61,595
Refrigeration Industries & S	300.00	0.00	424,399
National Real Estate Co	91.00	1.11	943,123
Al Safat Energy Holding Comp	0.00	0.00	545,125
Kuwait National Cinema Co	1,580.00	6.76	46,332
Danah Alsafat Foodstuff Co	124.00	-1.59	10,153,639
Independent Petroleum Group	330.00	0.00	10,100
Kuwait Real Estate Co Ksc	57.00	1.79	1,469,268
Salhia Real Estate Co Ksc	350.00	0.00	
		l	2,200
Gulf Cable & Electrical Ind	395.00	-2.47	128,000
Al Nawadi Holding Co Ksc	0.00	0.00	225 754
Kuwait Finance House	465.00	-1.06	325,751
Gulf North Africa Holding Co	31.50	-3.08	243,908
Hilal Cement Co	142.00	0.00	90
Osoul Investment Kscc	45.50	0.00	24,351
Gulf Insurance Group Ksc	670.00	0.00	800
Kuwait Food Co (Americana)	2,140.00	-4.46	27
Umm Al Qaiwain Cement Indust	0.00	0.00	- 011 170

Umm Al Qaiwain Cement Indust Aayan Leasing & Investment	0.00 36.50	0.00 -1.35	- 811.170
Adyan Leasing & Investment	30.30	-1.33	611,170
OMAN			
JIIAN			
Company Name	Lt Price	% Chg	Volume
Voltamp Energy Saog	0.42	0.00	662
United Power/Energy Co- Pref United Power Co Saog	1.00 3.40	0.00	
United Finance Co	0.16	0.00	
Ubar Hotels & Resorts	0.13	0.00	-
Takaful Oman Taageer Finance	0.12 0.13	0.00	10,200
Sweets Of Oman	1.34	0.00	-
Sohar Power Co Sohar Poultry	0.32 0.21	0.00	
Smn Power Holding Saog	0.72	0.00	
Shell Oman Marketing - Pref	1.05	0.00	
Shell Oman Marketing Sharqiyah Desalination Co Sa	1.86 4.70	0.00	
Sembcorp Salalah Power & Wat	0.25	0.00	226,056
Salalah Port Services Salalah Mills Co	0.65 1.47	0.00	-
Salalah Beach Resort Saog	1.47	0.00	60,000
Sahara Hospitality	2.50	0.00	-
Renaissance Services Saog Raysut Cement Co	0.30 1.26	0.00 2.03	260,000 81,419
Port Service Corporation	0.24	0.00	-
Phoenix Power Co Saoc	0.16	0.00	417,936
Packaging Co Ltd Ooredoo	0.53 0.74	0.00	74.147
Ominvest	0.57	0.71	240,983
Oman United Insurance Co Oman Textile Holding Co Saog	0.25 0.33	-2.00 0.00	9,450
Oman Telecommunications Co	1.62	0.00	322,473
Oman Refreshment Co	2.20	0.00	-
Oman Packaging Oman Orix Leasing Co.	0.30 0.12	0.00	364,000
Oman Oil Marketing Company	1.88	0.00	-
Oman National Engineering An	0.20	0.00	-
Oman Investment & Finance Oman Intl Marketing	0.20 0.52	0.00	338,353
Oman Hotels & Tourism Co	0.62	0.00	-
Oman Foods International Oman Flour Mills	0.00 0.55	0.00	
Oman Fisheries Co	0.06	0.00	14,750
Oman Fiber Optics	4.57	0.00	-
Oman Europe Foods Industries Oman Education & Training In	1.00 0.16	0.00	
Oman Chromite	3.64	0.00	
Oman Chlorine Oman Ceramic Com	0.50 0.45	0.00	-
Oman Cement Co	0.45	-0.42	104,050
Oman Cables Industry	1.77	0.28	40,241
Oman Agricultural Dev Oman & Emirates Inv(Om)50%	1.75 0.14	0.00	3,000
Nati Aluminium Products	0.25	0.00	31,246
National Securities National Real Estate Develop	0.17 5.00	0.00	-
National Pharmaceutical	0.11	0.00	
National Mineral Water	0.06	0.00	-
National Hospitality Institu National Gas Co	0.53 0.51	0.00	- 55.500
National Finance Co	0.14	0.00	
National Detergent Co Saog National Biscuit Industries	0.64 3.75	0.00	
National Bank Of Oman Saog	0.25	0.82	181,500
Muscat Thread Mills Co	0.11	0.00	-
Muscat National Holding Muscat Gases Company Saog	1.80 0.75	0.00	
Muscat Finance	0.12	0.00	10,000
Majan Glass Company Majan College	0.19 0.52	0.00	
Hsbc Bank Oman	0.10	-1.90	2,315,364
Hotels Management Co Interna	1.25	0.00	-
Gulf Stone Gulf Plastic Industries Co	0.11 0.39	0.00	
Gulf Mushroom Company	0.34	0.00	-
Gulf Investments Services Gulf Invest. Serv. Pref-Shar	0.12 0.11	0.00	10,713
Gulf International Chemicals	0.25	0.40	266,186
Gulf Hotels (Oman) Co Ltd	10.50	0.00	-
Global Fin Investment Galfar Engineering&Contract	0.14 0.10	0.00 -0.95	4,900 740,572
Galfar Engineering -Prefer	0.39	0.00	-
Financial Services Co. Financial Corp/The	0.17 0.11	0.00	-
Dhofar University	1.49	0.00	-
Dhofar Tourism	0.49	0.00	-
Dhofar Poultry Dhofar Intl Development	0.18	0.00	
Dhofar Insurance	0.21	0.00	-
Dhofar Fisheries & Food Indu Dhofar Cattlefeed	1.28 0.23	0.00	
Dhofar Beverages Co	0.23	0.00	-
Construction Materials Ind	0.03	-6.25	223,408
Computer Stationery Inds Bankmuscat Saog	0.26 0.39	0.00	- 828,026
Bank Sohar	0.18	0.00	3,999,010
Bank Nizwa Bank Dhofar Saog	0.08 0.24	0.00	290,418
Palik Pilviai Javy	U.L.T	1 0.00	

3.68 0.53 0.30 0.09 0.75 0.26 0.22 1.04 0.13 1.51	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	- - 280 - - - 104,000
0.30 0.09 0.75 0.26 0.22 1.04 0.13	0.00 0.00 0.00 0.00 0.00 0.00 0.00 -2.24	- - -
0.09 0.75 0.26 0.22 1.04 0.13	0.00 0.00 0.00 0.00 0.00 -2.24	- - -
0.75 0.26 0.22 1.04 0.13 1.51	0.00 0.00 0.00 0.00 -2.24	- - -
0.26 0.22 1.04 0.13 1.51	0.00 0.00 0.00 -2.24	- - -
0.22 1.04 0.13 1.51	0.00 0.00 -2.24	-
1.04 0.13 1.51	0.00	- - 104,000
0.13 1.51	-2.24	104,000
1.51		104,000
	0.00	
0.42	0.00	-
0.42	0.96	34,764
0.07	0.00	3,931
0.06	-1.59	118,000
0.31	0.00	-
0.55	0.00	-
0.20	-0.49	510,256
0.23	0.00	44,821
0.06	1.75	677,000
0.88	0.00	-
0.21	0.00	100
1.13	0.00	-
0.09	-2.30	7,000
0.23	0.00	466,817
0.17	-1.71	85,000
0.70	0.00	-
0.05	0.00	-
0.86	0.00	-
0.25	0.00	-
	0.06 0.31 0.55 0.20 0.23 0.06 0.88 0.21 1.13 0.09 0.23 0.17 0.70 0.05 0.86	0.06

Company Name	Lt Price	% Chg	Volume
Waha Capital Pjsc	1.99	-0.50	362,809
United Insurance Company	2.00	0.00	-
United Arab Bank Pjsc	2.57	0.00	- 240.726
Union National Bank/Abu Dhab Union Insurance Co	3.39 1.40	-1.17 0.00	240,736
Union Cement Co	1.40	0.00	
Jmm Al Qaiwain Cement Indust	0.85	0.00	
Sharjah Islamic Bank	1.48	-1.33	107,756
Sharjah Insurance Company	3.85	0.00	-
Sharjah Group	1.50	0.00	100,000
Shariah Cement & Indus Devel	1.04	0.00	-
Ras Al-Khaimah National Insu	4.10	0.00	-
Ras Al Khaimah White Cement	1.13	0.00	-
Ras Al Khaimah Ceramics	3.35	0.00	-
Ras Al Khaimah Cement Co Psc	0.80	0.00	54,800
Ras Al Khaima Poultry	2.80	0.00	-
Rak Properties	0.61	0.00	4,729,125
Ooredoo Qsc	90.00	0.00	-
)man & Emirates Inv(Emir)50%	1.17	0.00	-
Nbad Oneshare Msci Uae Etf	6.26	0.00	-
National Takaful Company	0.98	0.00	-
National Marine Dredging Co	4.85	0.00	1,299
National Investor Co/The	0.64	0.00	-
National Corp Tourism & Hote	4.50	0.00	-
National Bank Of Umm Al Qaiw	3.11	0.00	-
National Bank Of Ras Al-Khai	5.29	0.00	-
National Bank Of Fujairah National Bank Of Abu Dhabi	4.79 7.75	0.00 -1.90	216 010
Methaq Takaful Insurance	0.80	0.00	216,810 3,074,875
Manazel Real Estate Pisc	0.54	-1.82	439,259
Invest Bank	2.19	0.00	439,239
Intl Fish Farming Co Pisc	1.52	-5.00	54,200
Insurance House	0.81	0.00	-
Gulf Pharmaceutical Ind Psc	2.20	0.00	231
Gulf Medical Projects	2.31	0.00	-
Gulf Cement Co	0.84	0.00	
Fujairah Cement Industries	1.02	0.00	-
Fujairah Building Industries	1.14	0.00	-
Foodco Holding Pjsc	4.08	14.93	1,000,000
First Gulf Bank	11.70	-1.27	2,308,767
Finance House	1.82	0.55	51,000
Eshraq Properties Co Pjsc	0.80	0.00	12,631,716
Emirates Telecom Group Co	18.15	0.28	1,608,389
Emirates Insurance Co. (Psc)	6.05	0.00	-
Emirates Driving Company	6.00	0.00	-
Dana Gas	0.55	0.00	11,353,985
Commercial Bank Internationa	1.99	0.00	-
Bank Of Sharjah	1.26	0.80	35,000
Axa Green Crescent Insurance	0.77	0.00	0.100
Arkan Building Materials Co Alkhaleej Investment	0.83 1.89	-5.68	8,188
Alknaieej investment Aldar Properties Pjsc	2.63	0.00 -0.38	4.239.179
Al Wathba National Insurance	4.46	0.00	4,239,179
Al Khazna Insurance Co	0.41	0.00	
Al Fuiairah National Insuran	300.00	0.00	
Al Dhafra Insurance Co. P.S.	5.00	0.00	
Al Buhaira National Insuranc	2.25	0.00	
Al Ain Ahlia Ins. Co.	60.00	0.00	
Agthia Group Pjsc	7.45	-1.97	51,091
Abu Dhabi Ship Building Co	2.71	0.00	-
Abu Dhabi Nati Co For Buildi	0.50	0.00	
Abu Dhabi National Takaful C	5.05	0.00	-
Abu Dhabi National Insurance	2.15	-9.66	10,000
Abu Dhabi National Hotels	2.85	0.00	-
Abu Dhabi National Energy Co	0.59	0.00	406,175
		1	,

BAHRAIN			
		l	
Company Name	Lt Price	% Chg	Volume
Zain Bahrain Bscc	0.13	0.00	128,444
United Paper Industries Bsc	0.00	0.00	-
United Gulf Investment Corp	0.00	0.00	-
United Gulf Bank	0.00	0.00	-
Trafco Group Bsc	0.23	0.00	89,920
Takaful International Co	0.00	0.00	-
Taib Bank -\$Us	0.00	0.00	-
Seef Properties	0.18	0.00	18,500
Securities & Investment Co	0.00	0.00	-
National Hotels Co	0.00	0.00	-
National Bank Of Bahrain Bsc	0.63	7.69	2,413
Nass Corp Bsc	0.10	0.00	1,722,000
Khaleeji Commercial Bank	0.06	0.00	100,000
Ithmaar Bank Bsc	0.14	0.00	200,000
Investcorp Bank -\$Us	0.00	0.00	-
Inovest Co Bsc	0.00	0.00	-
Gulf Monetary Group	0.00	0.00	-
Gulf Hotel Group B.S.C	0.65	0.00	8,250
Gfh Financial Group Bsc	0.22	0.00	30,000
Esterad Investment Co B.S.C.	0.19	0.00	24,102
Delmon Poultry Co Bmmi Bsc	0.00 0.82	0.00	11,000
Bmb Investment Bank			11,000
Bmb investment Bank Bbk Bsc	0.00	0.00	11.156
Bankmuscat Saog	0.32	0.00	11,136
Banader Hotels Co	0.00	0.00	
Bahrain Tourism Co	0.00	0.00	-
Bahrain Telecom Co	0.30	0.00	75.000
Bahrain Ship Repair & Engin	0.00	0.00	75,000
Bahrain National Holding	0.00	0.00	_
Bahrain Kuwait Insurance	0.00	0.00	_
Bahrain Islamic Bank	0.12	0.00	35.610
Bahrain Flour Mills Co	0.39	0.00	-
Bahrain Family Leisure Co	0.00	0.00	_
Bahrain Duty Free Complex	0.78	0.00	12.200
Bahrain Commercial Facilitie	0.70	0.00	20,000
Bahrain Cinema Co	1.00	0.00	8,227
Bahrain Car Park Co	0.00	0.00	-
Arab Insurance Group(Bsc)-\$	0.00	0.00	-
Arab Banking Corp Bsc-\$Us	0.36	0.00	31,320
Aluminium Bahrain Bsc	0.28	0.00	143,320
Albaraka Banking Group	0.45	0.00	243,980
Al-Salam Bank	0.09	0.00	24,400
Al-Ahlia Insurance Co	0.27	0.00	189,724
Ahli United Bank B.S.C	0.63	0.80	145,000

LATEST MARKET CLOSING FIGURES

BUSINESS



Company Name Lt Price % Chg Volume 20,363,347 Apple Inc 52.28 10.909.797 Exxon Mobil Corp 88.06 -1.324.804.837 113.96 2,257,503 1.05 **General Electric Co** 29.96 -0.50 9,130,021 Jpmorgan Chase & Co 65.48 -0.324.981.578 Procter & Gamble Co/The 81.51 -0.34 1,665,842 50.60 0.34 3.464.341 -0.04 **Wal-Mart Stores Inc** 70.47 2.388.068 34.86 11,510,907 Pfizer Inc Coca-Cola Co/The 44.59 2,238,268 **Chevron Corp** 100.14 3.859.215 Visa Inc-Class A Shares 79.35 2,411,895 **Home Depot Inc** 131.65 -0.14 1,537,338 **Walt Disney Co/The** 98.40 -0.12 1.806.980 Merck & Co. Inc. 56.66 2,851,735 Intel Corp 31.64 5,319,179 **Intl Business Machines Corp** 153.02 1.043.076 Cisco Systems Inc 8,877,237 29.00 edhealth Group Inc 135.71 1,162,842 Mcdonald's Corp 120.87 -0.90 2,009,766 167.71 -0.58 653,653 Nike Inc-CI B 54.42 7,628,175 1,957,212 **Boeing Co/The** 126.68 100.43 0.08 763,936 **United Technologies Corp** 965,300 1,432,333 dman Sachs Group Inc 159.06 -0.57 **American Express Co** 66.06 0.23 Du Pont (E.I.) De Nemours 67.10 1.05 1,527,114 73.13 114.54 1.19 2,164,762 Travelers Cos Inc/The 318,345

	114.54	-0.20	310,343
FTSE 100			
F 13E 100			
Company Name	Lt Price	% Chg	Volume
Wpp Plc	1,597.00	0.44	2,774,613
Worldpay Group Pic Wolseley Pic	278.20	0.61 -1.10	3,665,525
Wm Morrison Supermarkets	3,786.00 196.40	-0.05	1,216,740 7,402,485
Whitbread Plc	4,164.00	0.00	737,045
Vodafone Group Plc United Utilities Group Plc	228.80 946.00	-0.31 -0.94	44,327,992 1,514,895
Unilever Plc	3,164.00	-0.42	1,923,172
Tui Ag-Di Travis Perkins Plc	1,042.00 1,872.00	0.39 0.21	791,446 428,460
Tesco Pic	169.50	1.53	25,225,917
Taylor Wimpey Plc Standard Life Plc	192.40 333.60	-2.68 -0.39	18,929,310 3,384,349
Standard Chartered Pic	533.70	2.18	7,662,934
St James's Place Plc Sse Plc	909.00 1,521.00	-0.66 0.00	1,172,165 1,926,581
Smith & Nephew Pic	1,178.00	0.00	1,783,862
Sky Plc Shire Plc	939.00	-1.21	3,292,152
Severn Trent Pic	4,449.00 2,245.00	1.58 -0.84	35,026,873 632,657
Schroders Pic	2,653.00	-0.30	328,947
Sainsbury (J) Plc Sage Group Plc/The	256.90 620.50	0.00 1.31	7,583,363 2,871,301
Sabmiller Plc	4,320.00	0.00	1,909,842
Rsa Insurance Group Plc Royal Mail Plc	484.70 531.00	-1.12 0.28	2,207,805 1.961.231
Royal Dutch Shell Pic-B Shs	1,665.50	0.09	7,426,354
Royal Dutch Shell Pic-A Shs	1,661.00	-0.30	6,062,146
Royal Bank Of Scotland Group Rolls-Royce Holdings Pic	239.80 607.00	0.08 0.33	10,388,525 3,548,915
Rio Tinto Plc	1,865.50	-0.13	6,766,708
Rexam Pic Reix Pic	627.50 1,255.00	-0.48 -0.55	3,493,543 3,099,054
Reckitt Benckiser Group Plc	6,842.00	-0.45	1,257,727
Randgold Resources Ltd Prudential Plc	5,850.00 1,350.00	0.09 0.00	408,932 4,289,110
Provident Financial Pic	2,849.00	-0.84	252,599
Persimmon Plc Pearson Plc	2,072.00 849.50	1.67 0.18	911,298 2,248,947
Paddy Power Betfair Plc	9,210.00	-0.22	85,348
Old Mutual Pic	177.10	-0.56 1.70	8,489,679
Next Plc National Grid Plc	5,385.00 959.60	-4.56	529,299 9,611,012
Mondi Plc Merlin Entertainment	1,328.00	0.08	1,079,587
Mediclinic International Pic	419.30 879.50	0.77 -0.45	1,628,102 655,412
Marks & Spencer Group Pic	356.60	-3.86	11,512,981
London Stock Exchange Group Lloyds Banking Group Pic	2,700.00 70.53	0.07 -1.14	604,083 277,581,902
Legal & General Group Pic	235.70	-0.04	14,808,379
Land Securities Group Plc Kingfisher Plc	1,148.00 365.10	0.26 0.16	2,332,563 5,109,851
Johnson Matthey Pic	2,995.00	5.94	911,032
Itv Pic Intu Properties Pic	212.50 295.00	0.85 -0.54	11,529,629 2,268,839
Intl Consolidated Airline-Di	532.00	1.24	5,186,796
Intertek Group Pic Intercontinental Hotels Grou	3,156.00 2,638.00	0.03 0.50	376,744 566,155
Inmarsat Pic	709.50	0.64	1,505,870
Informa Pic	676.50 3.717.50	-0.88 -0.39	1,291,185
Imperial Brands Plc Hsbc Holdings Plc	446.15	0.29	1,389,339 29,025,562
Hargreaves Lansdown Pic	1,311.00	-1.21	415,461
Hammerson Pic Glencore Pic	567.00 128.55	-0.09 -0.27	1,987,586 44,529,345
Glaxosmithkline Plc	1,444.50	-0.21	6,940,597
Gkn Plc Fresnillo Plc	282.50 1,044.00	2.28 1.16	7,315,160 1,189,834
Experian Pic	1,296.00	0.23	1,606,826
Easyjet Plc Dixons Carphone Plc	1,514.00 430.60	0.40 0.61	1,224,346 2,614,726
Direct Line Insurance Group	374.00	-0.27	2,867,033
Diageo Plc Dcc Plc	1,851.50 6,280.00	-0.67 -1.26	3,888,310 461,845
Crh Pic	2,073.00	-0.05	1,228,570
Compass Group Plc Coca-Cola Hbc Ag-Di	1,294.00 1,335.00	-0.08 -0.96	2,712,658 597,923
Centrica Pic	200.90	-0.54	30,861,657
Carnival Plc	3,394.00	0.35	763,798
Capita Plc Burberry Group Plc	1,059.00 1,075.00	0.57 0.47	1,508,820 1,729,343
Bunzi Pic	2,039.00	0.00	537,247
Bt Group Plc British Land Co Plc	433.50 730.00	0.55 -0.21	14,831,765 3,697,296
British American Tobacco Plc	4,142.50	-0.59	2,107,049
Bp Plc Bhp Billiton Plc	353.10 805.60	-0.14 -0.19	37,691,848 8,461,063
Berkeley Group Holdings	3,209.00	0.91	625,975
Barratt Developments Pic Barclays Pic	585.00 180.40	2.01 0.25	3,094,730 40,051,652
Bae Systems Plc	492.80	0.98	12,392,883
Babcock Intl Group Pic Aviva Pic	1,036.00 443.60	0.58 -0.02	754,001 7.012.946
Aviva Pic Astrazeneca Pic	4,042.00	0.66	2,116,222
Associated British Foods Plc	2,900.00	-0.96 1.93	669,734
Ashtead Group Pic Arm Holdings Pic	979.50 984.00	0.61	1,452,042 3,290,756

#N/A!	0.00	0.00	-
гокуо			
Company Name	Lt Price	% Chg	Volume
East Japan Railway Co	9,582.00	-2.74	1,240,900
Itochu Corp	1,323.00	-3.25	8,208,100
Fujifilm Holdings Corp	4,332.00	-2.41	1,515,500
Yamato Holdings Co Ltd	2,166.00	-2.94	1,338,000
Chubu Electric Power Co Inc	1,442.00	-2.73	1,788,100
Mitsubishi Estate Co Ltd Mitsubishi Heavy Industries	2,040.00 426.70	-2.75 -2.35 -4.00	6,618,000 12,077,000
Toshiba Corp	276.40	0.00	45,845,000
Shiseido Co Ltd	2,866.00	-0.90	1,510,300
Shionogi & Co Ltd	6,010.00	-1.26	1,207,900
Tokyo Gas Co Ltd	436.10	0.07	13,180,000
Tokyo Electron Ltd	7.904.00	-3.01	1,202,400
Panasonic Corp	976.10	-3.40	10,572,500
Fujitsu Ltd	432.70	-3.37	15,312,000
Central Japan Railway Co	18,875.00	-1.95	415,800
T&D Holdings Inc	1,037.00	-4.82	6,530,700
Toyota Motor Corp	5,669.00	-1.49	11,157,600
Kddi Corp	3,129.00	-1.42	6,491,900
Nitto Denko Corp	6,986.00	-1.83	1,343,100

417.40

587.50

547.00

0.41

0.09

-0.78

3,452,323

6,202,409

2,602,082

Arm Holdings Plc Antofagasta Pic

nglo American Plc

miral Group Plc

Indices	Lt Price	Change
Dow Jones Indus. Avg	17,764.67	-25.00
S&P 500 Index	2,097.29	-2.04
Nasdaq Composite Index	4,942.06	-10.19
S&P/Tsx Composite Index	14,098.97	+35.43
Mexico Bolsa Index	45,689.35	+131.74
Brazil Bovespa Stock Idx	49,570.58	+557.93
Ftse 100 Index	6,185.61	-6.32
Cac 40 Index	4,466.00	-9.39
Dax Index	10,208.00	+3.56
lbex 35 Tr	8,957.90	+41.00
Nikkei 225	16,562.55	-393.18
Japan Topix	1,331.81	-30.26
Hang Seng Index	20,859.22	+98.24
All Ordinaries Indx	5,354.23	-40.94
Nzx All Index	1,327.59	-2.93
Bse Sensex 30 Index	26,843.14	+129.21
Nse S&P Cnx Nifty Index	8,218.95	+39.00
Straits Times Index	2,795.09	+4.55
Karachi All Share Index	24,894.18	+172.66
Jakarta Composite Index	4,833.23	-6.44

Company Name	Lt Price	% Chg	Volume
Rakuten Inc	1,172.00	-2.13	4,631,600
Kyocera Corp	5,286.00	-2.42	1,132,500
Nissan Motor Co Ltd	1,080.00	-2.66	14,056,100
Hitachi Ltd Takeda Pharmaceutical Co Ltd	495.30 4,574.00	-2.33 -2.16	22,955,000 3,945,200
Jfe Holdings Inc	1,407.50	-4.90	5,189,300
Ana Holdings Inc	311.20	-2.11	11,947,000
Mitsubishi Electric Corp	1,303.50	-2.14	7,400,000
Sumitomo Mitsui Financial Gr	3,401.00	-3.85	8,152,000
Honda Motor Co Ltd	2,951.00	-4.16 2.71	6,166,700
Fast Retailing Co Ltd Ms&Ad Insurance Group Holdin	28,180.00 3.038.00	-2.71 -3.25	726,800 1.644,700
Kubota Corp	1.544.50	-3.14	4.118.700
Seven & I Holdings Co Ltd	4,621.00	-1.62	2,503,700
Inpex Corp	869.40	-3.23	4,833,400
Resona Holdings Inc	401.20	-3.23	16,928,500
Asahi Kasei Corp	703.60	-3.80	6,358,000
Kirin Holdings Co Ltd Marubeni Corp	1,815.50 508.80	-0.79 -3.29	3,050,800
Mitsubishi Ufj Financial Gro	527.20	-3.29	10,925,800 75,289,200
Mitsubishi Chemical Holdings	536.10	-4.34	8.121.200
Fanuc Corp	16,200.00	-2.85	1,093,000
Daito Trust Construct Co Ltd	15,740.00	-2.05	349,000
Otsuka Holdings Co Ltd	4,480.00	-0.09	1,292,500
Oriental Land Co Ltd	7,043.00	-2.25	1,350,700
Sekisui House Ltd	1,896.50 8.322.00	-2.24 -2.31	2,936,300 628.800
Secom Co Ltd Tokio Marine Holdings Inc	3.680.00	-2.31 -3.54	2,326,000
Aeon Co Ltd	1,640.50	-1.53	3,014,600
Mitsui & Co Ltd	1,290.50	-1.79	6,797,200
Kao Corp	5,937.00	-0.69	1,225,300
Dai-Ichi Life Insurance	1,378.50	-4.30	6,932,400
Mazda Motor Corp	1,819.50	-3.22	6,510,400
Komatsu Ltd West Japan Railway Co	1,821.50 6,681.00	-2.23 -2.69	3,239,100 852,900
Murata Manufacturing Co Ltd	12.435.00	-2.69	1,109,000
Kansai Electric Power Co Inc	1,018.00	-2.86	3,537,600
Denso Corp	4,139.00	-3.90	2,673,900
Sompo Japan Nipponkoa Holdin	2,958.00	-3.59	1,238,900
Daiwa House Industry Co Ltd	3,093.00	-0.77	2,143,000
Jx Holdings Inc	424.00	-0.82	10,822,700
Nippon Steel & Sumitomo Meta Suzuki Motor Corp	2,106.00 2,856.00	-3.84 -2.21	4,562,900 2,957,600
Nippon Telegraph & Telephone	4,680.00	-2.21	3.413.800
Aiinomoto Co Inc	2.554.00	-3.51	3.062.100
Mitsui Fudosan Co Ltd	2,632.50	-1.99	5,423,000
Ono Pharmaceutical Co Ltd	4,774.00	-0.40	2,633,500
Daikin Industries Ltd	8,997.00	-3.37	1,279,100
Bank Of Yokohama Ltd/The	0.00	0.00	- 2 4 41 0 0 0
Toray Industries Inc Astellas Pharma Inc	927.20	-2.47 -1.17	3,441,000
Astelias Pharma inc Bridgestone Corp	1,482.50 3,663.00	-1.17 -3.12	6,810,400 4,142,900
Sony Corp	3,003.00	-1.63	6,589,000
Hoya Corp	3,736.00	-1.48	1,928,800
Sumitomo Mitsui Trust Holdin	369.10	-3.55	19,604,000
Japan Tobacco Inc	4,347.00	0.60	4,210,100
Osaka Gas Co Ltd Sumitomo Electric Industries	404.20	-0.61 -0.73	4,839,000
Daiwa Securities Group Inc	1,558.50 620.10	-0./3 -2.53	5,590,300 9,228,000
Softbank Group Corp	6,041.00	-3.37	6,331,900
Mizuho Financial Group Inc	167.90	-2.89	146,657,100
Nomura Holdings Inc	451.70	-3.95	25,761,300
Daiichi Sankyo Co Ltd	2,499.50	-0.34	2,405,200
Fuji Heavy Industries Ltd	3,986.00	-2.33	3,879,000
Ntt Docomo Inc Sumitomo Realty & Developmen	2,709.00 2,965.50	-1.78 -2.51	3,624,700 3,287,000
Sumitomo Kealty & Developmen Sumitomo Metal Mining Co Ltd	1,083.50	-2.51	3,772,000
Orix Corp	1,483.00	-2.50	6,875,800
Asahi Group Holdings Ltd	3,623.00	-1.68	1,129,500
Keyence Corp	69,240.00	-1.49	138,500
Nidec Corp	8,163.00	-3.59	1,335,500
Isuzu Motors Ltd	1,274.00	-2.38	4,093,300
Unicharm Corp	2,111.50	-1.42	2,946,900
Shin-Etsu Chemical Co Ltd Smc Corp	6,188.00 27,430.00	-2.93 -2.87	1,004,500 212,900
Smc Corp Mitsubishi Corp	1,903.00	-2.87 -2.56	4,690,200
Nintendo Co Ltd	15,695.00	-2.24	673,800
		-2.81	1,106,300
Eisai Co Ltd	6,466.00	2.01	1,100,300
	6,466.00 1,080.50	-2.88	6,082,700
Eisai Co Ltd			

•			
SENSEX			
<u> </u>			
Company Name	Lt Price	% Chg	Volume
Zee Entertainment Enterprise	456.65	1.52	1,228,645
Yes Bank Ltd	1,049.05	3.06	3,247,063
Wipro Ltd	540.40	-2.54	2,797,839
Vedanta Ltd	106.75	1.62	12,433,086
Ultratech Cement Ltd	3,232.95	0.15	115,961
Tech Mahindra Ltd	546.15	1.14	2,595,779
Tata Steel Ltd	340.65	2.56	6,487,732
Tata Power Co Ltd	72.25	-0.69	5,020,172
Tata Motors Ltd	453.45	0.95	14,779,718
Tata Consultancy Svcs Ltd	2,650.15	0.63	736,781
Sun Pharmaceutical Indus	746.75	-1.03	5,305,971
State Bank Of India	200.55	1.16	26,156,933
Reliance Industries Ltd	956.25	0.28	2,516,128
Punjab National Bank	77.45	0.98	7,005,291
Power Grid Corp Of India Ltd	150.20	0.87	2,350,283
Oil & Natural Gas Corp Ltd	212.80	1.02	3,025,080
Ntpc Ltd	144.95	0.24	3,391,750
Maruti Suzuki India Ltd	4,186.65	0.51	448,278
Mahindra & Mahindra Ltd	1,333.25	-0.04	834,498
Lupin Ltd	1,475.35	-1.00	1,822,541
Larsen & Toubro Ltd	1,477.25	0.83	2,255,690
Kotak Mahindra Bank Ltd	746.30	0.13	1,657,583
Itc Ltd	358.00	-0.94	9,215,784
Infosys Ltd	1,261.55	0.27	2,632,571
Indusind Bank Ltd	1,121.80	1.64	1,186,252
ldea Cellular Ltd	118.55	0.68	8,172,677
lcici Bank Ltd	241.35	0.54	14,620,177
Housing Development Finance	1,260.55	1.39	1,712,182
Hindustan Unilever Ltd	868.20	1.53	3,567,149
Hindalco Industries Ltd	106.05	2.86	13,579,403
Hero Motocorp Ltd	3,144.30	1.79	669,389
Hdfc Bank Limited	1,174.95	-0.02	2,408,362
Hcl Technologies Ltd	721.35	-1.80	4,473,979
Grasim Industries Ltd	4,341.40	-0.34	91,921
Gail India Ltd	375.70	0.86	1,091,196
Dr. Reddy's Laboratories	3,177.05	-0.19	260,942
Coal India Ltd	307.35	3.42	10,699,579
Cipla Ltd	468.10	0.69	1,559,009
Cairn India Ltd	141.35	-1.50	2,543,775
Bosch Ltd	22,074.45	-0.86	19,963
Bharti Airtel Ltd	366.20	0.81	2,535,356
Bharat Petroleum Corp Ltd	1,003.10	1.62	1,554,135
Bharat Heavy Electricals	120.05	1.44	6,186,560
Bank Of Baroda	141.55	2.02	7,443,356
Bajaj Auto Ltd	2,594.95	-0.34	244,335
Axis Bank Ltd	524.35	2.42	7,404,778
Asian Paints Ltd	1,024.05	0.23	2,511,696
Ambuja Cements Ltd	229.75	-0.69	1,649,913
Adani Ports And Special Econ	205.20	1.43	6,902,112

-0.39

217,144

Acc Ltd

1,546.30



The euro slid to \$1.1157 yesterday from Wednesday's level of \$1.1187 as the ECB, as expected, held fire on monetary policy at its meeting in Vienna.

Europe stocks wobble as ECB and Opec disappoint

AFP

London

urope's main stock indices marked time yesterday as key meetings of the ECB and Opec in Vienna failed to deliver any news to catalyse markets mired in caution.

London's benchmark FTSE 100 index ended the day down 0.1 % at 6,185.61 points and the CAC 40 in Paris shed 0.2 % at 4,466.00 points.

However, Frankfurt's DAX 30 managed a meagre gain of 0.03 % at 10.208 points at close.

In foreign exchange, the euro slid to \$1.1157 from Wednesday's level of \$1.1187 as the ECB, as expected, held fire on monetary policy at its meeting in the Austrian capital.

However, after months of fighting the threat of deflation in the single currency area, the central bank marginally upgraded its inflation forecasts.

The pound, which fell heavily against rivals on Wednesday after polls showed increased support for Britain to leave the 28-country bloc, recovered in trading yesterday.

In Asian trading hours, the yen strengthened further on worries about the global economy and Japanese stimulus.

"European markets found little encouragement... from today's ECB meeting as it became apparent that the governing council were content to play a watching brief" as its new programmes to buy corporate bonds launches next week and targeted lending to banks on June 22, said markets analyst Michael Hewson at CMC Mar-

While ECB chief Mario Draghi promised to ease monetary policy further if necessary, "market participants seemed ill at ease at the idea of a slow pick up in growth and inflation in the eurozone," said Yoav Nizard at FXCM currency trading house.

Also in Vienna yesterday, Opec failed to agree on a production ceiling as Saudi Arabia expressed confidence that oil prices will keep recovering.

"Everybody is very satisfied with the

The market is rebalancing as we speak," said Khaled al-Falih, newly appointed as energy minister by the kingdom's powerful and dynamic new crown prince.

Shares in oil companies retreated, with BP down 0.1 % and Shell's A share shedding 0.3 % in London.

Total shares fell 1.6 % in Paris. US stocks also headed lower yesterday, with the Dow shedding 0.2 % in late morning trading.

Meanwhile US jobless claims, a sign of the pace of layoffs, moved lower and the ADP private-sector jobs report showed an increase of 173,000 positions created in May.

Crucial non-farm payrolls data from the US Labor Department are to be released today, one of the last pieces of the puzzle that could sway the decision of the US Federal Reserve to raise interest rates again later the month or wait

Company Name	Lt Price	% Chg	Volume	Company Name	Lt Price	% Chg	Volume
Aluminum Corp Of China Ltd-H	2.38	0.85	10,139,401	Hong Kong & China Gas	15.24	1.60	11,718,668
Bank Of East Asia Ltd	28.90	1.23	3,786,740	Hong Kong Exchanges & Clear	188.20	1.35	4,345,800
Bank Of China Ltd-H	3.20	0.95	202,690,122	Hsbc Holdings Plc	50.50	0.30	21,691,426
Bank Of Communications Co-H	4.85	0.41	18,401,577	Hutchison Whampoa Ltd	0.00	0.00	-
Belle International Holdings	4.54	1.34	13,354,632	Ind & Comm Bk Of China-H	4.16	0.97	206,651,370
Boc Hong Kong Holdings Ltd	23.95	0.63	8,098,482	Li & Fung Ltd	3.96	-0.75	11,325,188
Cathay Pacific Airways	12.26	0.16	2,304,459	Mtr Corp	37.25	0.54	2,384,232
Ck Hutchison Holdings Ltd	90.35	1.35	6,505,732	New World Development	7.40	0.27	11,526,316
China Coal Energy Co-H	3.49	2.35	7,702,769	Petrochina Co Ltd-H	5.42	0.93	56,252,430
China Construction Bank-H	5.11	2.20	312,127,924	Ping An Insurance Group Co-H	34.90	0.58	21,123,986
China Life Insurance Co-H	17.46	0.58	28,156,947	Power Assets Holdings Ltd	74.70	-0.20	5,547,596
China Merchants Hldgs Intl	21.35	-0.70	2,827,370	Sino Land Co	12.04	0.50	4,505,381
China Mobile Ltd	89.25	-1.27	17,996,672	Sun Hung Kai Properties	92.20	0.55	3,898,803
China Overseas Land & Invest	23.45	-0.21	10,581,101	Swire Pacific Ltd - CI A	85.00	-0.12	1,109,784
China Petroleum & Chemical-H	5.41	0.19	47,085,718	Tencent Holdings Ltd	170.20	-0.12	21,462,089
China Resources Beer Holdin	17.46	1.39	3,831,100	Wharf Holdings Ltd	42.45	0.71	4,117,998
China Resources Land Ltd	18.82	1.18	8,715,249			l	
China Resources Power Holdin	12.18	-0.33	6,066,857				
China Shenhua Energy Co-H	12.46	0.81	10,298,850	GCC INDICES			

Indices

urities Marke

Lt Price

5,488.79

5,377.05

116.25

5,819.81

4,254.76 3,262.97

Change

-39.72

+30.84

+2.58

+10.96

-0.45

Aluminum Corp Of China Ltd-H	2.38	0.85	10,139,401
Bank Of East Asia Ltd	28.90	1.23	3,786,740
Bank Of China Ltd-H	3.20	0.95	202,690,122
Bank Of Communications Co-H	4.85	0.41	18,401,577
Belle International Holdings	4.54	1.34	13,354,632
Boc Hong Kong Holdings Ltd	23.95	0.63	8,098,482
Cathay Pacific Airways	12.26	0.16	2,304,459
Ck Hutchison Holdings Ltd	90.35	1.35	6,505,732
China Coal Energy Co-H	3.49	2.35	7,702,769
China Construction Bank-H	5.11	2.20	312,127,924
China Life Insurance Co-H	17.46	0.58	28,156,947
China Merchants Hldgs Intl	21.35	-0.70	2,827,370
China Mobile Ltd	89.25	-1.27	17,996,672
China Overseas Land & Invest	23.45	-0.21	10,581,101
China Petroleum & Chemical-H	5.41	0.19	47,085,718
China Resources Beer Holdin	17.46	1.39	3,831,100
China Resources Land Ltd	18.82	1.18	8,715,249
China Resources Power Holdin	12.18	-0.33	6,066,857
China Shenhua Energy Co-H	12.46	0.81	10,298,850
China Unicom Hong Kong Ltd	8.55	-0.93	30,939,186
Citic Ltd	10.96	-1.08	19,011,323
Clp Holdings Ltd	73.35	1.95	3,327,763
Cnooc Ltd	9.50	0.42	47,416,562
Cosco Pacific Ltd	7.95	0.00	2,314,008
Esprit Holdings Ltd	6.25	0.48	982,705
Fih Mobile Ltd	2.59	-0.77	8,414,870
Hang Lung Properties Ltd	14.80	0.14	3,696,919
Hang Seng Bank Ltd	139.90	0.58	1,001,071
Henderson Land Development	47.45	1.06	3,449,745
		l	

FX SPOT / FORWARDS / OPTIONS / FIXED INCOME (BONDS)

Contact Commercialbank Treasury: 4420 2257 /4420 2261/ 4420 2253 / 44202260

"Information contained herein is believed to be reliable and had been obtained from sources believed to be reliable. The accuracy and completeness cannot be guaranteed. This publication is for providing information only and is not intended as an offer or solicitation for a purchase or sale of any of the financial instruments mentioned. Gulf Times and Doha Bank or any of their employees shall not be held accountable and will not accept any losses or liabilities for actions based on

	DOLLAR	QATAR RIYAL	SAUDI RIYAL	UAE DIRHAMS	BAHRAINI DINAR	KUWAITI DINAR
US DOL	1.000000	3.640000	3.750000	3.672700	0.377000	0.301950
EURO	1.120200	4.077528	4.200750	4.114159	0.422315	0.338244
AUS DOL	0.721400	2.625896	2.705250	2.649486	0.271968	0.217827
CAN DOL	1.310400	2.777778	2.861722	2.802732	0.287698	0.230426
SING DOL	1.376000	2.645349	2.725291	2.669113	0.273983	0.219440
HKG DOL	7.769700	0.468487	0.482644	0.472695	0.048522	0.038863
STERLING PD	1.443300	5.253612	5.412375	5.300808	0.261207	0.435804
EGY.POUND	8.879900	0.409915	0.422302	0.413597	0.042455	0.034004
NEW ZEALAND DOL	0.679100	2.471924	2.546625	2.494131	0.256021	0.205054
LBP	1504.000000	0.002420	0.002493	0.002442	0.000251	0.000201
SWISS FR	0.986600	3.689438	3.800932	3.722583	0.382120	0.306051
DANISH KR	6.641100	0.548102	0.564665	0.553026	0.056768	0.045467
SWEDISH KR	8.298700	0.438623	0.451878	0.442563	0.045429	0.036385
NORWEGIAN KR	8.341400	0.436378	0.449565	0.440298	0.045196	0.036199
INDIAN RUP	67.270000	0.054110	0.055746	0.054596	0.005604	0.004489
SRILANKA	148.350000	0.024537	0.025278	0.024757	0.002541	0.002035
PAK RS	104.660000	0.034779	0.035830	0.035092	0.003602	0.002885
JORDAN DINAR	0.708300	5.139065	5.294367	5.185232	0.532260	0.426302
OMANI RIAL	0.384970	9.455282	9.741019	9.540224	0.979297	0.784347
JAP YEN	108.930000	0.033416	0.034426	0.033716	0.003461	0.002772
BANGLA TAKA	78.610000	0.046305	0.047704	0.046721	0.004796	0.003841

AS OF LONDON CLOSE 02 June 2016



ACCOUNTING, BOOK KEEPING

AL AMEEN BUSINESS CONSULTING Accounting, book keeping Internal audit, tax consulting...M: 3359 3107....Em: ramesh@nimblesol.com



ACCOUNTING SOFTWARES

CLOUD SYSTEM Accounts, Inventory, HR & Payroll, Manpower, Project with Cost Centre Etc...M: 7032 9066, 3116 8776...Em: info@cloudsystemwll.com INFOTRAC - ERP, Accounting, Inventory and HR Software M: 3346 3219. ...Em: contactus@infotracgatar.com



ADVERTISING, PRINTING & GIFTS

IMPRINT PRINTERS & ADVERTISERS

Al Diwan Rd. T: 44329959. F: 44327159..M: 55523360..Em; imprintgatar@gmail.com STALLION ADV 2D & 3D Graphic design service at your office Top quality, lowest rate...... ...T: 4451 0510...



ADVERTISING- OVERSEAS NEWSPAPERS

...T: 44442001 M: 55783303

GEM ADVERTISING & PUBLICATIONS



AIRCONDITIONER SERVICE / REPAIR

SAMA COOL Installation, Servicing, Maintenance (AMC & on-call) of window, split & central ACs T: 4411 2249....M: 5559 1717.....F: 4444 7709.....Em: samacoolqatar@gmail.com ARCTIC COOLING COMPANY

M: 5535 7070, 3375 8252... ..Em: arcticcoolingco@gmail.com ALMOAYYED AIR CONDITIONING W.L.L. Supply, installation of PEARL brand (made in Bahrain) Split, window & central AC equipments..M: 5082 0401..Em: trading@almoayyedac.com.qa CITADEL TRADING CO. W.L.L. All type of AC servicing, maintenance, repairing ...M: 5543 8552, 7092 0200 OITC GROUP W.L.L. All type of AC supply, maintenance, installation & repairing All kinds of GI & pre-insulated duct works..T: 4015 0700/22..M: 5550 7206..Em: midhun@oitcgroup.com



AIR DUCT CLEANING

EPSCO Environmental Protection Services Co. T: 44871616 F: 44870166.......M: 55565792......Em: epscoqat@epsco-intl.com



ATTESTATION

ASIAN ATTESTATION SERVICES 3+1 FREE for Indian & UK documen T: 4037 7890, 4436 6147...M: 5575 2696, 5597 4495....www.AsianAttestation.com HELPLINE GROUP Certificate Attestation from India/UK/USA/Australia & GCC C-Ring Rd, Near Gulf Times T: 77711129, 44351974, 44919213/14 www.qatarhelplinegroup.com UROGULF Certificate Attestation from India/Qatar/UAE/Kuwait/Oman/USA/UK/Australia 3rd Flr Al Emadi Bldg, near Ramada signal..T: 5520 6783 / 3310 1862 www.urogulf.com GENIUS ATTESTATION Toll Free 800 8007 free collection & delivery India, UK, USA, Canada, Australia, S. Africa, Philippines, GCC, M: 3346 9644 www.attestation.in NEW INDIA ATTESTATION.COM -Toll Free 800 1516 express delivery, tracking facility India/UK/USA/GCC- Free collection & delivery..T: 4442 4474....M: 6616 6884



AUDIO VISUAL & PRESENTATIONS

TECHNO - Q

Barwa Commercial Avenue. T: 4000 9700 F: 4000 9711 Em:info@technoq.com...www.technoq.com



AUTOCAD & 3D DESIGN SERVICES

DRAWLINES Civil, MEP shop drawings & 3D design servicesM: 3332 4499, 7014 4199......Em: info@drawlinesqatar.com T: 4415 7549...



BABYCARE - NURSERY

THE LITTLE HANDS NURSERY (British Management) Age 2 months to 4 yrs Spacious play area, Al Maahed St., behind Birla Public Sch., T: 5531 2803, 4455 2030



BLASTING & PAINTING

M. PALLONJI QATAR

T: 44606822, 44983259 F: 44606977 G: 55879234 E-mail:mpallonji@qatar.net.qa



BUILDING MATERIALS

ROOTS QATAR WLL - TRADING DIV Approved distributor of BASF Const & Chemical Products • T: 4444 0761/62 F: 4444 0763 M: 7049 7339, E: sales@rootsqatar.com



BUS RENTAL/HIRE

Q MASTER W.L.L. 15/26/30/65 Seater Buses with / W-out Driver Contact # 44432587, 55853618, 55861541 (24 Hours) F: 44425610 Em: qataroffice@yahoo.com THOUSANDS TRANSPORT 60/67 Seated A/C non AC Buses w/w-out driver T: 4418 0042...F: 4418 0042...M: 5587 5266...Em: sales@thousandstransport.com CONFIDENT TRANSPORT 15/26/30/66 Seater AC Buses with/w-out Driver T: 4413 4488. F: 4447 4755. M: 3303 5525. 6685 2099. Em; am@confidententerprises.com



BUSINESS SOLUTION

QATAR ASPECT WLL Business Setup, Local Sponsor, CR License, PRO Service .. T: 77912119Em: info@gataraspect.com HELPLINE GROUP W.L.L. Company Formation, Local Sponsor, License Renewal, C-Ring Rd, Near Gulf Times T: 77711129, 44351974, 44919213/14 www.qatarhelplinegroup.com TECHMARK W.L.L. Company formation, sponsor arrangements, Min of Business & Municipality And all types of PRO services... T: 4436 2818...M: 7000 6878...Em: techmarkga@gmail.com THE NEW GENARATION SERVICES Company formation, local sponsor, CR license & municipality Bank St...T: 4414 4011...M: 3355 1559, 6667 1733..Em: financeghanimgroup@gmail.com TRUSTLINK SERVICES W.L.L Company formation, local sponsor, license renewal, PRO services T: 4029 0491..M:6608 5593, 3052 8428..Em:info@trustlinkqatar.com..www.trustlinkqatar.com



CARGO SERVICES

GOODWILL CARGO Air, Sea & Land Cargo Services Worldwide Door to Door Packing & Moving T: 4462 6549, 4487 8448..M: 3318 8200, 3311 2400..Em: goodwill.cargo@yahoo.com AMBASSADOR CARGO Door to Door worldwide, Intl frieght forwarding, packing relocation, storage & all logistic supportT: 4437 3338 M: 5500 8857 Em: info@ambassadorcargo.com THE PROFESSIONAL COURIER Cargo & Logistics, Door to Door T: 4441 8848....M: 7478 1717....Em: info@tpcdoha.com....www.tpcglobe.com AL ADAM LOGISTICS CO. Int'l freight forwarding/packing & moving Customs clearance & delivery/storage..M: 5517 0919, 7472 1421..T: 4029 8019





CAR HIRE

AL MUFTAH RENT-A-CAR H.O.D-Ring Rd. T: 44634444 / 44010700 www.rentacardoha.com Airport 4463 4433. Grand Hamad Ave. 4444 2003. Rasiaffan 4474 8840. Alkhor 4411 3344. Em: reservations@rentacardoha.com AL SAAD RENT A CAR

Barwa village, Bldg #17, shop #19......T: 4415 4414, 4444 9300..M: 3307 6732 AVIS RENT A CAR Al Sharif Trdg. & Contg. Co. Bldg. at the Airport Street & Suhar Street Junction.....T: 44667744....F: 44657626....Airport T: 4010 8887 BUDGET RENT-A-CAR

Al Mamoura 4431 0411 F:4431 0420... ..Airport: 4010 8880....M: 5580 8638 **GULF OYESTER RENT-A-CAR & REAL ESTATE**

Near Muntaza Garden T: 44437742, M: 55545526, 55253696 Em:al_beary786@yahoo.com STAR PLUZ RENT A CAR

Ras Abu Abboud St. opp. KFCT/F: 44371342 M: 55872811 Blp: 22110489 THOUSANDS RENT A CAR

Bldg No 3, Al Andalus Compound, D-ring Rd..T. 44423560, 44423562 M: 5551 4510 F: 44423561 AL JABER RENT A CAR & TRANSPORTATION 7 seat Honda Odyssey with Driver, Pick up 15 seat minivan, 4x4 saloon cars. M:55869676,66420420 F:44375020 Em:sameer@aljaber-qatar.com TEYSEER CAR RENTAL Em: rental@teymotor.com M: 6689 6614, 6697 0060 Airport Rd. Doha (inside Suzuki showroom complex)..T: 4462 0968/ 2479/ 0967 UNIQUE RENT A CAR Cars, 4x4,pick-up (full insurance)

..F: 4437 1323....Em: upiarentacar@gmail.com **GO RENT A CAR Competitive Rates for car Rental & Leasing** Barwa Village T: 44325500 F: 44375753 M: 33697075, 66983107 Em: info.goqatar@gorentacarme.com JABRCO RENT A CAR Co. Low rate and best service, 30 seater bus, 4x4 & cars 2015 & 2016 Barwa Village...T:4415 2020, Airport: ...T:4466 3933...Em: info@iabrco.com.ga CLASSIC RENT A CAR Low rate & best service, Buses, Pick-ups, SUV & Sedan 2015 & 2016 models..T: 4437 4633..M: 5587 9148, 5030 4197..Em:classicreal05@gmail.com



CAR LEASING / RENTAL

RENT SOLUTIONS CAR RENTALS Quality Cars, Competetive Rates D-Ring Rd....T: 4441 4449....F:4476 3892.....Em: rentsolutions@simex-co.com ALMANA LEASING CO. W.L.L. Special offers for Nissan & Renault Daily/weekly/monthly & long term, call us for best deal..T: 4431 1011..M: 3336 0043, 5553 9363 AL MUFTAH RENT A CAR

.M: 5589 1334, 5554 2067, 7063 4433



CARPENTRY/GYPSUM DECORATION

ALMAS BLDG MATERIALS & CONT Showroom/office interior works, tiles Paint, glass, general civil/MEP works..M: 6643 6625, 5574 8583..Em: info@almasqatar.com



CHAINLINK FENCE & GATES MFRS

CHAINLINK INDUSTRIES OF QATAR Supply & Installation ISO 9001: 2008 T: 4005 9922, 4451 0413 M: 70092923, 55755448 Em: chainlink@chainlinkgatar.com • www.chainlinkgatar.com NATIONAL ENGINEERING & CONSTRUCTION CO. W.L.L. Fencing Supply/Installation, Drilling T: 44434852 F: 44361475 M: 55801134 / 55218209 Em:gm@necodoha.com, necovijay@yahoo.com



CLEANING

AL SAYED CLEANING CO. Villas, Carpets, Water Tanks, Sofas & Marble Polishing NBK Commercial Bldg, Farij Abdul Azis......T: 44441123, 44361123, 6607 6449 GALAXY MAINTENANCE & CLEANING CO. Villas, compounds, schools, commercial bldgs. glass cleaning etc. Nasser Bin Abdullah Al Mesnad, Al Khor T: 4488 2327 M: 6607 6449 CAPITAL CLEANING CO. W.L.L. All type of Cleaning Services-Reasonable Rates T: 44582257, 44582546 F: 44582529 M: 33189899 Em: capitalcleaningwll@gmail.com AL SADEQ CLEANING CO Towers, villas, water tanks, car polishing @ home Commercial Bldg- 24 Hrs M: 3302 0107, 3302 0108...Em: alsadeq_2000@yahoo.com FAITH & CARE CLEANING AND HOSPITALITY We clean to perfection Best cleaning service in Qatar......T: 4487 8493......M: 6647 7744, 7764 2799



COMPUTERS & ACCESSORIES

FAMILY COMPUTERS www.fccqatar.com

Al Rayyan Complex, Rayyan Rd, T: 44324070, 44432516 M: 55492851 F: 44439149, sales@fccqatar.com NATIONAL COMPUTER CENTER Desktops, Laptops, Printers, Scanners, UPS, Softwares, ERP. Accessories, Networking & Cabling, T: 44351200 F: 44315058 natcomp@gatar.net.ga



COMPUTER MAINTENANCE

FAMILY COMPUTERS www.fccgatar.com

Al Rayyan Complex, Rayyan Rd, T: 44325634, 44360236 M: 55903052, service@fccqatar.com



CRANES, FORKLIFT & BOBCAT HIRE

FORCE HIRE EQUIPMENT 25,30,50,100,120 & 300 Ton Cranes & Buldozers, Boats, Wheel Loader



M: 66509191, 55002583 F: 44790923... . Em: forcehire@amail.com



DENTAL CLINIC

GULF DENTAL CENTER GROUP

Hilal branch 4467 0701, Duhail branch 4421 7338/9, Wakra branch 4477 1011/22 MANILA DENTAL CENTER

Old Airport, backside of Lulu hypermarket. DR. JACOB'S DENTAL CLINIC-DR. GIJU JACOB 9.00am-8.00pm Villa b/w Al Mamoura Quality Mall & Aramex R/A -AXA-QLM-NEXT CARE..M: 5562 1823..T: 4441 2545



DRIVER & VEHICLE TRACKING

Driver, Vehicle tracking & complete Fleet Management solutions at BLTCC T: +974-4432 2538...F: +974-4493 6981..Em: info@binlori.com..www.binlori.com INFOTRAC - GPS Vehicle tracking & fuel management system .Em: contactus@infotracgatar.com



EDUCATION

JOIN MBBS (AMERICAN MD) program in Georgia, Europe University admission call Cybrerrys Consultancy in UAE T: +9715 5629 7878..Em: cyberrys@gmail.com



FACILITY MANAGEMENT

ALMOAYYED AIR CONDITIONING W.L.L. Facility management, AMC & MEP Maintenance services..M: 3336 7991..Em: maintenance@almoayyedac.com.qa



GENERATORS

VOLVO, PERKINS & CUMMINS- AII 500 KV AL DEEWAN ENERGY .M: 3346 0270 (Mr. Rajesh), 7093 0763 (Mr. Antony)



HEAVY EQUIPMENTS HIRE

AL FARIS EQUIPMENTS Backhoes, Man Lifts, Loaders, Telehandlers, Forklift, Scissor Lifts & other all heavy equipments..T: 4479 6333..M: 5589 2196, 5513 3117..Em: alfaris@getc-group.com



HOME / BUILDING AUTOMATION





INSULATION DUCT/PIPING/CLADDING

ASIAN INSULATION Duct erection, Insulation of hot & CHWP, Spray insulation, Supply of Technicians & insulation materials..T: 4486 1344, F: 4486 1767 M: 6659 6790 ..Em: qatar@asianthermal.com



ISO / HACCP CONSULTANTS

QATAR QUALITY PLUS (ISO/Quality/Safety/Environment Consultants) T: 44383818 F: 44383838 M: 55361165Em:linda@qatarqualityplus.org RASTEC CONSULTING & TRAINING SERVICES ISO 9001/14001/18001 Consultant T: 44432121 F: 44430302 M: 33697010E-mail:info@rastecgroup.com QATAR DESIGN CONSORTIUM - ISO/9001, 14001, OHSAS 18001 Consultant Em:isoconsultant@adcgatar.net T: 4443 9603 F: 4431 6773 M: 5550 0696 EXCELLEDIA ISO 9001, 14001, 22000, 28000, 31000 & OHSAS 18001 Consultants Contact: info@excelledia.comT: 4016 4157... AEGIS SERVICES W.L.L. ISO 9001/14001/18001, Quality, Safety, Environment T: 4414 6865...F: 4436 1397...M: 5522 8587....Em: info@anderson-aubert.com COMS VANTAGE ISO 9001, 14001, 18001, 22301, 31000, 27001, HACCP & Sustainability M: 7077 9574 Fm: muneesh nabbi@comsvantage.com..www.comsvantage.com **DISS SAFETY TRAINING & CONSULTANCY Lead Auditor** ISO 9001, ISO14001 and OHSAS 18001 Call 800 3477 .. Em: info@diss.com.ga



LABOUR CAMP

LABOUR CAMP IN AL KHOR Near Ras Laffan- 50 & 15 rooms Furnished & with all utility, long & short period... LABOUR CAMP IN IND. AREA ST 52 10-100 rooms w/ toilets Dining hall & kitchen.....M: 3346 0270 (Mr. Rajesh), 7093 0763 (Mr. Antony



LIMOUSINE SERVICE

FOX TRANSPORT (24 Hours) www.foxtransport.comF: 4462 2177.......Em: info@foxtransport.com



MAINTENANCE

AL SADEQ CONT CO Painting, gypsum works, tiles, water proofing Mason works etc......M: 3302 0107, 3302 0108...Em: alsadeq_2000@yahoo.com



MANLIFT & GENERATOR - HIRE/SALE

MANLIFT QATAR Boom/Scissor/Spider Lifts & Power Generators-New/Used Manlifts M: 5513 0582..Generators M: 6660 9342..Em: qatar@manliftgroup.com



MAN POWER SUPPLIERS

WAHAA MANPOWERS SUPPLIER Overseas Recruiting: Professional, Skilled/Unskilled & Domestic Helpers. In service since 20 years T: 44325779, 44325203 Em:adm.wahaa@gmail.com **DISTINCTION MANPOWER RECRUITING** 10 Countries housmaids, male workers Free Soug Al Ali....T: 4486 8266.......M: 6661 3453......Em: cmdexp@gmail.com



MASSAGE

ROYAL THAI MEN SPA Thai massage, oil masage, body scrubs D Ring Rd. near Al Arabi sports club..T: 4466 6145..www.thaimassagedoha.com HERBOLIFE MASSAGE Kerala, Thai Traditional, Rejuvenation Therapy Back ache, Neck/Joint/Muscle pain • D-Ring Rd, Nuaiia, Hilal M: 7799 5695, 7752 1322 IBN DAWOOD REFLEXOLOGY CENTRE Ladies & Men IND, Thai, Massage Treats joint, muscle pain & back ache, D ring road, New Salata..T: 4465 0732



MEDICAL POLY CLINICS

FAMILY MEDICAL POLYCLINIC





DR. THOMAS E.N.T. CLINIC No. 13, Sulaiman Bin Wahab St. behind French Corner, Al Sadd..T: 44448899 F: 44442199



MEDICINES - PHARMACY

FAMILY PHARMACY ABDUL-AZIZ Inside Doha Petrol Station 24/7 service-Equipments Hospital Furniture, First Aid & Disposables..T: 4432 0567..F: 4431 4100..Em: fpgqatar@gmail.com FAMILY MEDICAL EST Medicines, Equipments, Hospital Furniture, First Aid & Disposables T: 4437 1535, 4436 5489F: 4431 4100......Em: sales@fmegatar.com



MOVERS

GOODWILL CARGO MOVERS For Int'l & Local Packing & Moving T: 4462 6549, 4487 8448..M: 3318 8200, 3311 2400..Em: goodwill.cargo@vahoo.com E2E GLOBAL LINES Door to door, professionals in int'l relocations Local movers, office/villas shifting..T: 4451 6688..M: 3338 3086, 5599 0644..Em: info@e2egatar.com ABILITY LOGISTICS & TRANSPORT WLL Packing/moving/relocation/freight forwarding Storage/transportation/customs clearance..M: 3333 8675, 3303 3780..Em: info@abilitylogisticsqa.com



OPEN YARD

INTERGROUP SHIPPING Land available in Shahaniya & Wakra M: 7001 4391.Em: shella@intergroupshipping.qa



PARTY COSTUMES & GIFTS

PARTY KINGDOM We Cater to All Your Party Needs Gulf Comm'l Centre, Khaleej St. T: 44 35 3501, 4436 6431 F: 44 69 3924 Em:info@partykingdomqa.com



PEST CONTROL & CLEANING

AL MUTWASSIT CLEANING & PEST CONTROL Cleaning: 55875920..... Pest Control: 55860432 T: 44367555,44365071 F: 44367999 **QATAR PEST CONTROL COMPANY**

T: 44222888 M: 55517254, 66590617 F: 44368727, Em:qatarpest@qatar.net.ga DOHA PEST CONTROL & CLEANING CO. W.L.L. T: 4436 0901/902..M: 5551 3862, 5551 4709..F: 4436 0838...Em: sales@dohapest.com RAPIDO PEST CONTROL

HEGY INTERNATIONAL PEST CONTROL & CLEANING SERVICES Book now: 7759 8405, 3386 5544 Fm: cleaning@hegygatar.com FIRST PEST CONTROL & GENERAL CLEANING CO. WLL Toll free 800-1211......T: 4432 5111......M: 7446 1944.....Em: info@firstpest.qa

T: 4458 1359......F: 4421 6321......M: 6647 2759......Em: sales@rappest.com





PORTA CABINS

AL WASIT CABINS & STEEL STRUCTURE Porta cabins, villas, site offices, labor camps, mosques, majilis Workshops, Steel hangers using light gauge steel..T: 4479 6333 M: 6621 5791..Em:awc@getc-group.com BRITISH MIDLAND STEEL & ALUMINIUM CO. W.L.L. Pre-fabricated cabins Aluminium windows & doors, kitchen cabinets etc., T: 4436 2624, M: 6668 1859, 3321 2335, Em: britishmidlandco@omail.com

FASTPOD RENTALS Portable cabins for rent T: 4406 2160 Site office, Security Cabin, Promotion Cabins, etc.....Em:info@fastpodrentals.com



PORTABLE / CHEMICAL TOILETS

TARGET TRADING Supply of Portable Toilets (Made in USA) T: 4460 1221 F: 4460 1218 M: 55815010 Em: target@targetgatar.net ...www.targetgatar.net



REAL ESTATE

AL MUFTAH GENERAL SERVICES www.rentacardoha.com T: 4463 4444/ 4401 0700....M: 5554 2067, 5582 3100....Em:reservations@rentacardoha.com **APOLLO REAL ESTATE For All Your Property Requirements** Commercial or Residential.....Call 4468 9522, 5586 4352, 5550 6803, 5587 2145

SANDCITY REAL ESTATE W.L.L. We have available rooms (studio type)

Inside new villa for executive bachelor or family....M: 6676 7499, 3318 6267



SAFETY TRAINING

DISS SAFETY TRAINING & CONSULTANCY NEBOSH, IOSH, CIEH First aid, Fire training & 150+ HSE courses.. Call 800 3477.. Em: info@diss.com.ga



SCAFFOLDING / RENTAL

APOLLO ENTERPRISES

T: 44693334 (6 lines) 44426664 F: 44416274, Mob 55521089, 55556518 www.apollo-scaffolding.com MALZAMAT QATAR WLL Scaffolding Services

T: 44504266..F: 44502489..M:66715063..Em: malzamat@gmail.com..www.malzamatqatar.com MANAR AL OMRAN CO. Scaffolding, Formwork and Props T: 4444 7233F: 4444 7255M:5536 8034Em: doha@manar.com.sa QATAR AL ATTIYAH INTERNATIONAL GROUP (QAIG) Scaffolding Div. T: 4450 3224/25...F: 4450 3227...M: 5586 0313, 3339 7858...Em:info@qaigscaff.com.qa..www.nassscafform.com.bh



SECURITY & CCTV SYSTEMS

TECHNO - Q Barwa Commercial Avenue. T: 4000 9700 F: 4000 9711 Em:info@technoq.com...www.technoq.com



INTN'L TRDG. & TECH. SVCS. CO. (INTER-TECH) Voice, Data, Fiber, Transmission, NMS, Microwave, Enterprise Solutions, IP Telephony, Power & Cabling T: 44416566 F:44416410 intertek@qatar.net.qa



TRANSLATION SERVICES

ASIA TRANSLATION SERVICES www.asiatranslationcenter.com Sofitel Complex, 1st Floor...T: 44364555, 4029 1307, 44440943 Em:asiatranslation@gmail.com AL HAYIKI TRANSLATION & SERVICES EST. Authorized & Leading Since 1992 Sofitel Ground Floor, Office #25, T: 44367755 F: 44353777 M: 55850613 W: www.haviki.com SHEEN SERVICES (10% discount till 28 Feb) Approved by Qatar Govt T: 4414 8360......M: 3009 8966......Em: translation@sheenservices.com **HELPLINE GROUP TRANSLATION SERVICES**

C Ring Rd. near Gulf Times..T: 4491 9213....M: 7771 1129..www.qatarhelplinegroup.com NEAR EAST TRANSLATION SERVICES www.qatartranslationservices.com Al Shoumoukh Towers, 10th flr., Al Sadd T: 4007 5030.M: 5500 9117.Em:info@gatartranslationservices.com



TRANSPORTATION

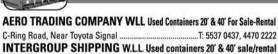
ARAB SAT TRANPROTATION & CARGO Flatbed/ lowbed/ extendable trailers Hire of skip (waste removal).....T: 4460 1683.....F: 4460 4435.....M: 5585 1776 AL AWAINA TRANSPORT CO. Flatbet trailers/ drum trucks (32 cm)/water tankers T: 4456 8230......F: 4467 2811......M: 7722 4426.....Em: alawaina@yahoo.com



USED CONTAINERS

...T: 5537 0437, 4470 2222

AMAZON TRAVELS & TOURISM-Special offers on Qatar tourist visa for limited period www.amazon-qa.com Al Gharafa Doha..T: 4411 5113..Al Azizia T: 4017 9901..Al Wakra T: 4418 1613..Em: info@amazon-qa.com



JSL GLOBAL WLL Used Containers 20" & 40" For Sale - Rental T: 4485 0653.M: 7408 7373, 6672 0463, 6675 1013 (Mr. Malav/Rakesh/Uditha). Em: containers@jsl-global.net

VALET PARKING

T: 4462 2777......F: 4462 2177.......Em: info@foxtransport.com

FOX TRANSPORT (24 Hours) www.foxtransport.com

T: 4413 1152/ 56 M: 7001 4391 Fm: shella@intergroupshipping ga



THE VETERINARY SURGERY Fully Equipped Hospital - Boarding - Relocation ..Emergency 55841224www.dohavets.com

VETERINARY CARE

WAREHOUSE FOR RENT

INTERNATIONAL MARITIME W.L.L. Warehouse available for rent

with racking & transport facilities, Short term & long term....M: 5598 8928

AT YOUR SERVICE ors.1,800/-

> **MONTHS** Updated on 1st & 16th

DAILY FOR THREE

of Every Month





China paves way for credit default swaps as govt girds for more defaults

Reuters Shanghai

A Chinese financial committee has proposed new rules for hedging defaults, sources said yesterday, as Beijing aims to buttress financial markets and banks against a surge of bond defaults.

China will move closer to launching credit-default swaps (CDS) for the first time under the recommendations, which were made by the financial derivative committee under the state-controlled National Association of Financial Market Institutional Investors (NAFMII), the

sources said. The committee met recently to amend rules governing the rarely used credit risk mitigation (CRM) market, the only bond default hedging tool in China at present, the sources with direct knowledge of the matter told Reuters.

"The government has now made it very clear that everyone won't be bailed out," said Saifeng Mao, Associate Director at Fitch Ratings in Hong Kong.

"This is helping prepare the market for more defaults, and allowing market forces to play a stronger role in pricing.

A few months ago corporate spreads were very compressed, meaning the market didn't really know how to price

a lot of bonds, and that's looking better now."

The proposed new rules include guidelines for trading CDS and credit-linked notes (CLN), signalling intentions to offer the products in China for the first time, the sources said.

They will need approval from the executive conference of NAFMII, which is entrusted by China's central bank to supervise issuance of corporate notes.

NAFMII had no immediate comment. For years, China's now \$7.5tn bond market has worked on the assumption that the government would not allow a default.

Issuers were effectively guaranteed by the state.

But while China has cautiously allowed some defaults since 2014, doubts remain as to how far it will go given that many issuers are state-linked and the risk of a bond market crash - which analysts say would have a much bigger impact than China's stock market slump last year.

In April, Chinese bonds sold off sharply following a series of defaults by state-backed firms such as steelmaker Dongbei Special Steel Group Co and tough statements by the central bank on curbing support for loss-making "zombie" enterprises. A Reuters analysis of central bank data shows that firms in regions heavily exposed to legacy industries such as coal and steel showed sharply rising dependence on expensive "shadow finance" in the first quarter as traditional lenders withdrew.

Chinese firms cancelled or delayed over \$15bn of bond issuance in April.

A CDS, typically used in developed markets, is a financial swap agreement under which the seller of the CDS will compensate the buyer in the event of a default or other credit event.

The proposed new rules will permit investors in the product to include in their

agreements compensation for different degrees of credit risk, such as restructuring, the sources said.

ing, the sources said.

A CLN is a security with an embedded credit default swap allowing the issuer to transfer a specific credit risk to credit investors, while the issuer is not obligated to repay the debt if a specified event occurs.

The new rules will allow CDS and CLN to co-exist with China's existing CRM market, which has been rarely used since it was set up in 2010 given a lack of defaults. NAFMII has been considering setting up a CDS and CLN market since December.

Crackdown on BSI signals cost jump for Asian banks

Bloomberg

Singapore

Singapore's move to shut down scandal- plagued BSI Bank's operations in the country is reverberating through private banks facing surging costs to combat money laundering and protracted screening of new clients.

Financial-industry costs to curb money laundering were already forecast by LexisNexis Risk Solutions to reach a record \$1.5bn in Asia this year. Catering to Asia's swelling ranks of wealthy individuals is one of the industry's fastest-growing sectors, and banks such as Credit Suisse Group are investing more in that business.

Singapore's clampdown on BSI over its ties to a Malaysian state investment fund – its most stringent action in three decades – underscores how regulators are increasingly determined to root out money laundering. For Asia's \$1.5tn private-banking industry, that probably means more spending to vet prospective clients and keep watch for illicit flows, according to LexisNexis.

The Monetary Authority of Singapore on May 24 ordered BSI's local unit to shut and imposed financial penalties of about \$10mn for breaches of money-laundering rules. The central bank also referred six senior BSI executives to the city's public prosecutor in a broad sanction that came as Swiss authorities took action against the bank related to money flows from 1Malaysia Development Bhd.

"Scrutiny on anti-money laundering, counter-terrorist financing, anti-bribery and corruption as well as tax transparency will endure and intensify in Asia," said Thomas C Brown, Lexis-Nexis's senior vice president of global market development and US commercial markets. "The MAS move last week may cause banks to increase their compliance spend pace even further."

Asian financial firms with more than \$100bn in assets spend an average of \$15.8mn on anti-money laundering compliance each year, according to a LexisNexis survey published in April. Some 82% of respondents expected those costs to rise this year, with a third projecting an increase of at least 20%, the Georgia-based provider of technology and data for risk management said.

Personnel costs account for more than 80% of AML spending in Asia, with the rest in technology, LexisNexis said. Its survey covered 210 respondents from financial firms in Hong Kong, China, Singapore, Malaysia, Indonesia and Thailand.

BSI's penalties in Singapore are linked to 1MDB, the Malaysian state investment company at the centre of money laundering and embezzlement investigations around the world. BSI introduced 1MDB to a Cayman Islands fund that received a \$2.32bn invest-



An employee enters the reception area of Swiss bank BSI's office in Singapore. The Monetary Authority of Singapore's clampdown on BSI over its ties to a Malaysian state investment fund, its most stringent action in three decades, underscores how regulators are increasingly determined to root out money laundering.

ment, according to a report from a Malaysian parliamentary hearing. That investment and transactions related to it are the subject of criminal probes, including those conducted in Singapore.

Malaysia's government and IMDB have repeatedly denied any wrongdoing. BSI has said it cooperated fully with the IMDB investigations by the Singapore and Swiss authorities.

Barclays was fined more than \$100mn in November for failing to fully investigate a group of "politically exposed" clients tied to a £1.9bn transaction. Meanwhile, Geneva prosecutors have widened a probe into Credit Suisse and one of its ex-wealth managers in a case looking into unauthorised trades on the accounts of rich eastern Europeans, according to people familiar with the investigation. Tighter regulatory oversight means the banks may spend more time vetting individuals before accept-

ing them as customers. Fifty-seven per cent of respondents in the LexisNexis survey said it took more than four hours on average to complete due diligence on private banking or wealth-management customers.

MAS's actions against BSI far exceeded previous punishments handed down in recent years for money laundering and financing terrorism. In 2014, the regulator imposed financial penalties on six financial institutions ranging from S\$1,000 (\$725) to S\$700,000, it said in a report last July, without naming the firms. In 2013, five institutions were fined between S\$12,000 and S\$450,000.

What's more, the direct referral of BSI executives to prosecutors indicates that bank officers in the region will have to be personally accountable for failures in anti-money laundering policies and procedures, said Henry Balani, global head of strategic affairs at technology provider Accuity.

"There is a clear message from the MAS that the industry needs to pay attention to ensuring the soundness of their AML compliance framework," said Radish Singh, who leads Deloitte & Touche Financial Advisory Services's Southeast Asia anti-money laundering and forensic team in Singapore.

Singapore was the only Asian country among the 10 least-corrupt nations as measured by Transparency International's 2015 Corruption Perceptions Index. Its No 8 ranking compares with neighbouring Malaysia and Indonesia's 54th and 88th, respectively, among the 168 countries tracked by the organisation. Malaysia was 50th in 2014.

Lugano-based BSI set up shop in Singapore in 2005, a decade after its Hong Kong debut, joining the flood of private banks and asset managers seeking a slice of Asia's fast-growing wealth industry. Client assets managed by the region's 20 largest private banks have jumped 23% since 2012 to reach \$1.47tn last year, according to data from Asian Private Banker.

Even amid rising compliance costs and tighter regulations, Asian wealth firms benefit from the "positive" business momentum created by economic growth, according to Tan Su Shan, cochair of MAS's private-banking industry group. The body comprises senior executives in the industry working to develop private banking in Singapore.

"Rules surrounding tax reporting and AML have been tightened significantly," said Tan, who also oversees DBS Group Holdings's wealth business. "While this has resulted in increased costs in compliance and surveillance, it is better for all industry players in the long term as standards are lifted across the board."

'Fed should communicate better on rates'

Reuter

he US Federal Reserve should communicate better with China and financial markets on its interest rate decisions, China's vice finance minister said yesterday, noting US monetary policy has a major impact on the global economy.

Chinese and US officials will discuss how to promote economic growth in both countries and the world economy during the annual US-China Strategic and Economic Dialogue to be held on June 6-7 in Beijing, Vice Finance Minister Zhu Guangyao said.

"It's up to the Federal Reserve to make ultimate monetary policy decisions, but we welcome the Fed to strengthen policy communication with China and strengthen communication with the international financial market," Zhu said in a forum ahead of the annual dialogue.

Global market attention is currently focused on whether the Fed will raise interest rates at either its June or July policy meetings, he said. In turn, China, as the world's

second-largest economy, should also improve its communication with the outside world given the increased "spillover" effect of its policies, Zhu said.

Chinese market regulators

came under criticism last year after a rout in stocks and an unexpected currency devaluation raised concerns about Beijing's ability to effectively communicate economic and market policy intentions.

Zhu also said the global economy faces significant downward pressure.

Last week, Fed chair Janet Yellen said the Fed should raise interest rates "in the coming months" if the economy picks up as expected and jobs continue to be generated, bolstering the case for a rate increase in June or

China and the United States should open their markets to each other and increase policy coordination and cooperation, Zhu said.

A senior US Treasury official said last month they would press their Chinese counterparts to take steps to improve China's business and investment climate during the dialogue attended by US Treasury Secretary Jack Lew.

A focus on the inability of US firms to invest in certain services sectors, including tourism, healthcare and logistics, comes as the Obama administration seeks to negotiate a bilateral investment treaty with China.

US negotiators have said they are still awaiting a new "negative list" of sectors that Beijing wants to keep off limits to foreign investors.

CLASSIFIED ADVERTISING

FOR SALE

RESTAURANT INDOOR AND OUTDOOR FURNITURE FOR SALE

For site visit or further information, please contact

Purchasing.doha@whotels.com

GULF TIMES

CLASSIFIED ADVERTISEMENT

Corrections or amendments of text, change of size or cancellation of an AD once booked should be done before 12:30pm.

Fiat Chrysler posts surprise increase in Jeep, Minivan demand

Bloomberg New York

Fiat Chrysler Automobiles' US deliveries rose 1.1% in May, surprising analysts, who projected declines for all major automakers compared with strong results a year earlier, which had two more sales days. The maker of Jeep sport utility vehicles and Ram pickups was expected to post its first sales decline in more than six

Deliveries reached 204,452 cars and trucks, Fiat Chrysler said in a statement on Wednesday. The average estimate in a survey of analysts was for a 0.7% decline. Jeep sales, the

Italian-American car maker's profit engine, rose 14% from a year earlier, while minivan deliveries rose 84% to 22,213.

"Notwithstanding a challenging calendar, we managed to muscle our way to our strongest May sales in over 10 years," Reid Bigland, head of US sales for FCA, said in the statement. The company has now reported 74 months of gains as buyers snapped up its light trucks. "Initial sales of our all-new Chrysler Pacifica minivan are brisk and we expect further sales growth from this vehicle over the next few months as dealer inventory continues to build."

Fiat Chrysler was the first to report for a month in which analysts projected declines for all of the six largest carmakers. Even as auto

sales gained in April and the US consumer continues to spend, there have been signs of wavering economic confidence, and the industry may struggle to maintain its record pace. As a kickoff into summer on the back of Memorial Day weekend promotions, May is a bellwether for gauging buyer appetite

May deliveries "are set to fall year-overyear with two fewer selling days combined with retail demand that is holding steady, but not growing," Tim Fleming, an analyst at Kelley Blue Book said in a statement before the monthly results. "While this year may not bring the growth the industry has become accustomed to, it is important to remember that sales are still at record levels."

Nissan Motor Co will post a 1% drop, the second-smallest after Fiat Chrysler, analysts estimated. General Motors Co is expected to report a 13% decline, the widest among the largest automakers, as it pulls back from fleet sales and focuses on more profitable purchases by individual customers

Analysts projected a 17.4mn annualised selling rate for the month, adjusted for seasonal trends. That pace would be a 300,000-vehicle decrease from May 2015. Fiat Chrysler declined to share its projected rate, Ralph Kisiel, a spokesman, said by e-mail, calling it an "inter nal projection." The company ended the month with 602,064 vehicles in inventory for a 71-day supply, he said.



Jeep sales rose 14% from a year earlier, while minivan deliveries rose 84% to 22.213. Fiat Chrysler said.

Draghi says ECB inflation outlook little changed

Bloomberg

Frankfurt

ario Draghi unveiled largely unchanged inflation forecasts for the eurozone even as its latest stimulus measures start to take effect, and called on governments to play a bigger role in cementing the region's pickup.

"The economic recovery continues to be dampened by subdued prospects in emerging markets, the balancesheet adjustments in a number of sectors, and sluggish implementation of structural reforms," the European Central Bank president told reporters in Vienna, after the Governing Council kept its stimulus program unchanged.

"It is crucial to ensure that the very low inflation environment doesn't become entrenched."

The central bank said inflation will average 1.3% in 2017 and 1.6% in 2018, unchanged from its March outlook and short of its price-stability goal of just under 2%. The prediction for this year was increased to 0.2% from 0.1%, partly a consequence of a rebound in oil prices.

While this was the first time in a year that the ECB hasn't cut its projections, the failure to lift them significantly is worrisome, as the previous forecasts didn't incorporate the effect of an enlarged stimulus program. Vice President Vitor Constancio said only last week that he personally believed consumer-price growth in two years would exceed estimates.

To follow Bloomberg's live blog on Draghi's press conference, click here.

Draghi's comments on the need for government action echo a rising chorus of officials and global economic policy advisers warning that central banks are becoming overburdened. The Organisation for Economic Cooperation and Development lambasted rich-world nations this week for failing to overhaul their economies.

The International Monetary Fund has called for a three-pronged approach of loose monetary policy, fiscal action and structural reforms to sustain global growth. "Monetary policy is focused on maintaining price stability over the medium term and its accommodative stance supports



ECB president Mario Draghi and president of the Austrian National Bank and European Central Bank Governing Council member Ewald Nowotny (right) arrive for a news conference in Hofburg palace in Vienna yesterday. "Europe's economic recovery continues to be dampened by subdued prospects in emerging markets, the balance-sheet adjustments in a number of sectors, and sluggish implementation of structural reforms," Draghi said.

economic activity," Draghi said. "As emphasised repeatedly by the Governing Council, and as strongly echoed in both European and international policy discussions, in order to reap the full benefits from our monetary policy measures, other policy areas must contribute much more decisively, both

at the national and at the European levels."

The Governing Council earlier maintained its main refinancing rate at zero and the deposit rate at minus 0.4%. A corporate-bond purchase programme, part of quantitative easing and a sign that the central bank is being forced to reach into ever more assets as it tries to hit its mandate, will start on June 8.

Draghi confirmed that ECB will keep buying €80bn (\$90bn) a month of assets under OE until at least March 2017. Most economists surveyed by Bloomberg say it will probably extend the programme past that date. A new programme of four-year loans to banks will begin on June 22.

"The Governing Council will closely monitor the evolution of outlook for price stability and, if warranted, will act by using all instruments available within our mandate," Draghi said.

Credit Agricole said in talks for London HQ in Canary Wharf

Bloomberg London

redit Agricole has chosen a Canary Wharf office building currently occupied by Morgan Stanley as its preferred option for a new London headquarters, according to two people with knowledge of the matter.

The French bank is negotiating a lease for about 150,000 square feet (14,000 square metres) at 25 Cabot Square with US real estate firm Hines Global REIT, which owns the building, the people said, asking not to be named because the information is private.

The French bank is negotiating a lease for about 150,000 square feet (14,000 square metres) at 25 Cabot Square with **US real estate firm Hines Global REIT**

The deal hasn't been finalised and Credit Agricole could revert to its other short-listed option of subleasing space from Citigroup at 25 Canada Square in Canary Wharf, the people said. Spokesmen for Credit Agricole, Hines, Morgan Stanley and Citigroup declined to comment.

Banks are seeking to cut costs by moving to cheaper locations and using buildings more efficiently, broker CBRE Group Inc said in a report last week. Credit Agricole is currently based in the City of London district where rents for the best space are about £70 (\$101) per square foot, compared with £39 per square foot in Canary Wharf, according to broker Knight Frank.

Morgan Stanley sold 25 Cabot Square to Hines for £225mn in 2014 with an agreement to lease back half the 450,000 square feet of space for 15 years and half for three years with an option to extend, according to two people with knowledge of the matter. The US bank will remain in part of the building, the people said.

The building is part of a \$5.5bn portfolio of property currently being offered for sale by Hines Global REIT, a person with knowledge of the matter said in May.

Family business: Saving the remains of Britain's steel industry

Greybull seeks turnaround after buying UK plants for £1; closely-held firm credited with reviving Monarch Airlines

Bloomberg London

▼rom its sparse, four-sentence website to a discreet London office with no sign or name on the doorbell, Greybull Capital LLP has embodied the "private" in private equity.

That changed at a stroke with the purchase of the Scunthorpe steelworks in England as part of a £400mn (\$578mn) rescue plan that casts the low-key family firm as a potential saviour of Britain's steel industry.

The deal made front-page news across the UK and one of Greybull's founders, 44-year-old Frenchman Marc Meyohas, soon found himself before a parliamentary committee explaining the firm's plans and its track record as a turnaround specialist. At stake are about 4,800 jobs at plants in Scunthorpe, Teeside and northern France as the British steel industry faces the exit of Indian-owned Tata Steel. its biggest investor, amid the lowest prices for the commodity in 10 years.

"We are entrepreneurs at heart, we take big risks and not all the risks work out," Meyohas said in a phone interview last month from Scunthorpe in northern England, where he's been meeting with workers, locals, the unions and politicians. "It's purely family money; we don't manage institutional capital. As a result you can move

Despite its low profile, Greybull has become a major investor in British industries, including a 2014 deal to buy 90% of UK airline Monarch Airlines Ltd and last year's acquisition of 140 supermarkets from Wm Morrison Supermarkets. Mevohas declined to say how much money they manage.

In the latest turnaround plan, Greybull is counting on domestic demand for steel in the UK, tied to government spending on infrastructure projects like the \$62bn High-Speed Two rail network due to start construction next

The firm plans to rename the businesses acquired from India's Tata Steelto British Steel, recalling the name of the state company that once owned almost all the country's plants. They make 2.8mn tonnes of steel a year and their products have been used in buildings including The Shard skyscraper in London, Hudson Yards in New York and

Petronas Towers in Kuala Lumpur. "It's a very challenging business to be getting into at this stage," Vivienne Lloyd, an analyst at Macquarie Group in London, said by phone Tuesday. "The global steel picture is one of quite fierce headwinds in the aftermath of the Chinese slowdown."

Greybull was incorporated in 2010 in the wake of the collapse of Lehman Brothers Holdings by Marc Meyohas, his brother Nathaniel, 42, and friend Richard Perlhagen, 35.

"We felt there was going to be opportunities for providing capital to companies that wanted to develop themselves either grow or restructure – particularly after the Lehman crisis, when a lot of banks and capital providers decided to shut up shop," Meyohas said.

Marc Meyohas graduated from the University of Manchester in 1993 with a degree in economics. Prior to founding Greybull, he headed Cityspace Ltd, a technology consultant that was later renamed Kizoom. Nathaniel is a former Lehman Brothers banker who later was the co-head of European investments for global private-equity firm Sun Capital Partners.

Perlhagen worked in venture capital with SEB Merchant Banking in London after working for his family investment office Volati in Stockholm. Another former Lehman banker, Daniel Goldstein, is the fourth partner at the busi-

ness, joining in 2013. "They are serious guys; they have serious capital behind them." Noah Bulkin, founder of London-based private-equity firm May Capital LLP who has known the Meyohas brothers since the late 1990s, said in a phone interview without elaborating on the number. "They obviously do turnaround deals, so not every deal is going to be an immediate massive success - they operate in a risky part of the market. They've

done highly credible deals." The 2014 investment in British short-haul airline Monarch Group is showing signs of a successful turnaround. Greybull committed to invest £125mn in the carrier and implemented a deep cost-cutting plan. Monarch CEO Andrew Swaffield said in a statement in December that the plan saved the airline £200mn in annual costs. The company said it expected underlying pretax earnings of about £40mn for the year through October 2015, a turnaround of about £130mn from a year-earlier loss.

Monarch workers were asked to take a cut in pay as part of the takeover, similar to the plan for Scunthorpe. The British Airline Pilots' Association and Unite, which represents cabin crew and engineers, backed pay cuts to protect the company's 3,200 jobs.

Monarch is exploring a sale and could attract interest from competitors including EasyJet Plc, according to a person familiar with the matter who asked not to be identified because talks are private. Monarch said it's working with Deutsche Bank to evaluate "both inbound and outbound opportunities."

A representative of EasyJet declined to comment on Monarch.

At the other end of the spectrum is a transaction that still rankles Meyohas: Greybull's involvement in the ultimately failed revival of British electronics retailer Comet, which filed for insolvency less than a year after private-equity firm OpCapita bought the unprofitable 248-store chain for £2.

Greybull was a bit player in the deal, owning less than 5% of the company, according to Meyohas. In April, he rejected reports put to him by UK lawmakers that his firm had a more active role in that deal.

"We were obviously saddened by what happened to Comet, but had nothing really material to do with what happened to Comet," he told the committee on April 28. British Steel "is our deal, our name is on the door plate. We will be directors of that business and we will do all we can to make sure it has a very successful future."

With cheap exports from China driving down steel prices Tata Steel said in March that it plans to sell all its UK operations after years of losses, putting 15,000 jobs at risk. Greybull purchased

the group of mills for a symbolic £1. Tata is still looking to sell sites including Port Talbot, the UK's largest steelworks, as well as Newport and Rotherham.

While the dire state of the UK steel industry presents a challenge, it also could make it easier for Greybull to win compromises to make the deal work. Workers at Scunthorpe, about 160 miles (260km) from London, have agreed to a one-year, 3% pay cut to help turn the business around. Critical to the success of Greybull's Tata deal is the fact that pension liabilities remain with Tata.

"There were certainly concerns from our members on the basis of 'look what happened at Comet," according to Harish Patel, the national officer for steel of trade union Unite. "But at the end of the day, there wasn't a Plan B for us. We needed to explore the avenue thoroughly and make sure that we got the right assurances from Greybull, which we have."

As well as winning union backing, Greybull has gained the support of the local member of parliament, Nic Dakin, who has met with the company to discuss the deal.

"Everybody is very positive about the work they have been doing," Dakin said in a phone interview last month. "Obviously, as always, the proof of the pudding is in the eating."



ECB puts off decision on Greek access to cheap money

Says not ready to consider reinstating Greek waiver; Greece says decision expected at next meeting; Athens was cut off from ECB cheap cash early 2015

Reuters

Vienna/Athens

The European Central Bank deferred giving Greece access to its cheap money yesterday, saying it was waiting for Athens to resolve a number of issues with its international creditors before banks could re-access a lifeline cut off a

Yesterday's decision, though expected after a brief setback in talks this week, saw Greek stocks extend earlier losses and fall 0.9%, with the banking stock index down 3.1%.

The two-year Greek government bond yield rose

Later yesterday, Greece's parliament had scheduled a vote designed to tie up those loose ends in creditor talks, clearing a last hurdle with creditors and allowing the payment of a tranche of bailout money.

While Greece is still rated 'junk' by credit agencies, the ECB cannot waive a its own requirement that government paper it accepts is investment grade, unless creditors deem the country fully compliant with its rescue programme.

"Possibly at the next meeting of the ECB we could see a lifting of the waiver," Greek Prime Minister Alexis Tsipras told his cabinet in comments broadcast live on state TV.

That is not expected for about three weeks.

At a news conference in Vienna, ECB President Mario Draghi said the bank had discussed the issue of reinstating the so-called 'waiver', but said the bank was not ready to act yet.

"We had a presentation, we had no decision.

The Governing Council acknowledges the significant progress made in the last few months," Draghi said

"Once the prior actions (under the bailout agreement) are implemented, the Governing Council will take a decision leading to the reinstatement of the waiver," Draghi said.

Greece and its lenders wrapped up the bulk of reforms needed to

get bailout cash last week, but left some loose ends which must be tied up before Athens gets €10.3bn (\$11,48bn) of sub-tranches by September.

Later yesterday, parliament was expected to adopt further pension reforms and set a timetable for the sale of a stake in the country's power grid operator.

Greek banks lost access to the ECB's main refinancing operations in early 2015 when Athens refused to meet its bailout commitments, exacerbating its debt crisis and almost pushing the country out of the eurozone

Since then, the lenders have

relied on the ECB's Emergency Liquidity Assistance, where the average interest rate charged is estimated to be around 100 to 150 basis points above the ECB's benchmark interest rate.

"A small delay is not an issue," said George Poulopoulos, chief financial officer (CFO) at Piraeus Bank, Greece's largest lender.

"Once the Euro Working Group gives its clear signal on the prior actions it is expected that the waiver will be reinstated at the ECB's next governing council meeting.

World food-import bill set to drop below \$1tn to 7-year low

Bloomberg

he world's food-import bill is set to tumble to a seven-year low in 2016 as a decline in grain prices and lower freight rates more than compensate for increased imports, according to the UN.

Countries around the globe will probably spend \$986mn importing food this year, the first drop below \$1tn since 2009, the UN's Food & Agriculture Organisation said in a report on its website yesterday. That's 8.9% less than last year.

"Almost all commodity import bills are set to fall this year," the Rome-based FAO said in the report. "The overall decrease in unit costs is set to offset the impact of rising import volumes of foodstuffs in 2016."

This year's import cost will be 27% lower than a record \$1.346tn in 2014, FAO data showed. A gauge of agricultural commodities tracked by Bloomberg has dropped more than 40% since a peak in 2008 amid bumper harvests from Australia to Brazil. Global grain stockpiles at the end of next season are now seen 4.4% higher than the FAO forecast in May.

The biggest declines will be in livestock products and grains-based foodstuffs, where the bill could fall by about \$30bn and \$19bn, respectively, the report showed. Spending on fruit and vegetables will drop

Countries around the globe will probably spend \$986mn importing food this year, the first drop below \$1tn since 2009, the UN's Food & **Agriculture Organisation said in** a report on its website yesterday. That's 8.9% less than last year

"Considerably lower quotations compared to last year, especially in the case of meat, are driving bills of these food groups down, even though import volumes are forecast to remain large, with trade in dairy products expected to reach a record high

in 2016," the FAO said. Not all nations will benefit from lower costs. The reduction will be smaller than the global average for some low-income, food-deficit countries and for sub-Saharan Africa, the FAO said. Costs will be "virtually unchanged" for a number of least-developed nations. A stronger dollar may also affect nations whose currencies have weakened, making imports more expensive.

"For all of these economically disadvantaged countries, higher import volumes of commodities in the oilseed complex, as well as sugar and cereals, particularly maize, are seen to offset the gains from lower import bills of other product groups," the FAO said. "Despite the general decline of the US dollar-denominated food bills in 2016, a different picture may emerge when estimated in local currencies."

Import costs should increase \$5bn for vegetable oils and \$2bn for sugar, the FAO estimates. Supply of those two commodities have been hit by the El Nino weather pattern that ended last month.

Jobless claims in US fall for third straight week

Bloomberg

Washington

ilings for US unemployment benefits declined for a third consecutive week, signalling sustained firming in the labour market.

Jobless claims fell by 1,000 to 267,000 in the week ended May 28, a Labour Department report showed yesterday. The median forecast of economists surveyed by Bloomberg called for applications to edge up to 270,000. Dismissals have been unu-

sually subdued for more than a year as employers find little reason to trim staff amid a stable, if somewhat lacklustre, demand outlook. The monthly jobs report today is expected to show further labour-market improvement, which Federal Reserve officials will consider as they gauge whether to raise the benchmark interest rate at their June 14-15 meeting.

"It seems there's a cautious optimism," said Brett Ryan, US economist at Deutsche Bank Securities in New York. For the Fed, "it's a dual mandate, but the labour market leads inflation. The direction of the labour market is a No 1 priority."

Estimates in the Bloomberg survey ranged from 250,000 to 280,000 claims after an unrevised 268,000 in the previous week.

While there was nothing unusual in the data, initial applications were estimated for four US states and Puerto Rico, according to the Labour Department.

The four-week average of claims, a less-volatile measure than the weekly figure, de-



Job-seekers wait in line outside of the Colombian Family Allowance Fund in Medellin. Jobless claims in the US fell by 1,000 to 267,000 in the week ended May 28, a Labour Department report showed yesterday.

creased to 276,750 from 278,500 in the prior week. Filings have been below 300,000 for 65 consecutive weeks - the longest stretch since 1973 and a level economists say is typically consistent with a healthy labour

The number of people contin-

uing to receive jobless benefits increased by 12,000 to 2.17mn in the week ended May 21. The unemployment rate among people eligible for benefits held at 1.6%, where it's been since mid-February. These data are reported with a one-week lag.

Employers probably added

160,000 workers to payrolls in May for a second month, while the jobless rate dropped to 4.9% from 5%, according to Bloomberg survey medians before today's Labour Department report. After averaging 208,000 in the first quarter, economists project job gains to slow to a

185,000 monthly pace by yearend. Investors are pricing in just over 20% probability that Fed officials will raise interest rates at their June meeting, while there's a 53% likelihood of a rate hike by July, according to implied probabilities calculated by Bloomberg as of June 1.

JPMorgan FX salesman says he was fired to make bank look clean

Bloomberg London

> x-JPMorgan Chase & Co foreign-exchange man Patrice Ktorza was fired to appease regulators after banks were fined \$10bn for conspiring to manipulate currency markets, his lawyer said.

The former executive director is suing the bank for unfair dismissal in a London tribunal. He was "tossed overboard in an attempt to make JPMorgan look clean," his lawyer, Daphne Romney, said yesterday during questioning of executive Ryan O'Gradv.

O'Grady said he suspended Ktorza last year for "partially filling" a trade, a practice the bank stopped salespeople from carrying out after a review of its practices in the wake of the scandal.

The scandal "reinforced in my mind how big an issue this was," O'Grady said. "The investigations into the FX business in my mind made it less acceptable that somebody at Ktorza's level would indeed make what was seemingly a basic error."

who was paid Ktorza. £290,000 (\$419,000), joins a growing list of foreign-exchange traders and salespeople to sue their former employers in recent months, claiming banks

were too quick to dismiss workers while attempting to impress regulators. Two former Citigroup employees, Perry Stimpson and Carly McWilliams, won their cases after a judge found their managers failed to follow proper procedures when dismissing them.

JPMorgan had changed rules so that that only traders, not salesmen, could do "partial fill" trades. Banks "short fill" or "partial fill" an order when they are unable to fulfil the total value of the client's request at the required rate. JPMorgan salespeople were banned from short filling in an effort to prevent them from taking risks in the wake of

the fines, O'Grady said. Ktorza was on his final employment warning when he made the error, according to a witness statement from O'Grady, the cohead of the global fixed income syndication business.

During a disciplinary hearing on May 22 last year, Ktorza said he did not know he wasn't allowed to partial fill trades, according to O'Grady's witness statement.

Ktorza said he thought JPMorgan's trading reforms, known as "Project January" were "ambiguous at best" and only related to client confidentiality, according to the statement.

Microsoft board mulls sales force revamp to speed shift to cloud

Bloomberg

oard members at Microsoft Corp are grappling with a growing concern: that the company's traditional software business, which makes up the majority of its sales, could evaporate in a matter of years - and chairman John Thompson is pushing for a more aggressive shift into newer cloud-based products.

Thompson said he and the board are pleased with a push by chief executive officer Satya Nadella to make more money from software and services delivered over the internet, but want it to move much faster. They're considering ideas like increasing spending, overhauling the sales force and managing partnerships differently to step up the

The cloud growth isn't merely nice to have - it's critical against the backdrop of declining demand for what's known as on-premise software programmes, the more traditional approach that involves installing software on a company's own computers and networks. No one knows exactly how quickly sales of those legacy offerings will drop off, Thompson said, but it's "inevitable

that part of our business will be under continued pressure."

The board members' concern was born from experience. Thompson recounts how fellow director Chuck Noski, a former chief financial officer of AT&T, watched the telecom carrier's traditional wireline business evaporate in just three years as the world shifted to mobile. Now, Noski and Thompson are asking whether something similar could happen to Microsoft.

"What's the likelihood that could happen with on-prem versus cloud? That in three years, we look up and it's gone?" Thompson said in an interview snapping his fingers to make the point.

Nadella has said the company is on track to make its forecast for \$20bn in annualised sales from commercial cloud products in fiscal 2018. Still, Thompson said, the cloud business could be even further along, and the software maker should have started its push much earlier. Commercial cloud services revenue has posted impressive growth rates - with Azure product sales rising more than 100% quarterly but the total business contributed just \$5.8bn of Microsoft's \$93.6bn in

sales in the latest fiscal year. Thompson praised the technology behind smaller cloud products, such as Power BI tools for business analysis and data visualisation and the enterprise mobile management service, which delivers apps and data to various corporate devices. But the latter, for example, brings in \$300mn a year - just a sliver of overall annual revenue, which

will soon top \$100bn, Thompson said. The board is examining whether Microsoft has invested enough in its complete cloud lineup, Thompson said. It's not just about developing better cloud technology - it's a question of how the company sells those products and its strategy for recruiting partners to resell Microsoft's services and build their own offerings on top of them. Persuading partners to develop compatible applications is a strong point for cloud

market leader Amazon.com, he said. Thompson declined to be specific about what the company might change in sales and partnerships, but he said the company may need to "re-imagine" those organisations. "The question is, should it be more?" he said. "If vou believe we need to run harder, run faster, be less risk-averse as a mantra. the question is how much more do you

Analysts say Microsoft should seek

to develop a deeper bench of partners making software for Azure and consultants to install and manage those services for customers who need the help. Microsoft is working on this, but is behind Amazon Web Services, said Lydia Leong, an analyst at Gartner.

"They are nowhere near at the same level of sophistication, and the Microsoft partners are mostly new to the Azure ecosystem, so they don't know it as well," she said. "If you're a customer and you want to migrate to AWS, you have this massive army that can help

In the sales force, Microsoft's representatives need more experience in cloud deals - which are generally subscription- based rather than one-time purchases - and how they differ from traditional software contracts, said Matt McIlwain, managing director at Seattle's Madrona Venture Partners. "They haven't made enough of a transition to a cloud-based selling motion," he said. "It's still a work in progress."

Microsoft declined to comment on the company's cloud strategy or any changes to sales and partnerships for this story, and director Noski couldn't be reached for comment.

The company's dependence on de-

mand for traditional software was painfully apparent in its most recent quarterly report, when revenue was weighed down by weakness in its transactional business, or one-time purchases of software that customers store and run on their own PCs and networks. Chief financial officer Amy Hood in April said that lacklustre transactional sales were likely to continue.

Microsoft's two biggest cloud businesses are the Azure web-based service, which trails top provider Amazon but leads Google and International Business Machines Corp, and the Office 365 cloud versions of e-mail, collaboration software, word- processing and spreadsheet software. Microsoft's key on-premise products include Windows Server and traditional versions of Office and the SQL database

Slumps like last quarter's hurt even more amid the company's shift to the cloud, which has brought a lot of changes to its financial reporting. For cloud deals, revenue is recognised over the term of the deal rather than providing an up-front boost. They're also lower-margin businesses, squeezed by the cost of building and maintaining data centres to deliver the services. Microsoft's gross margin dropped from 80% in fiscal 2010 to 65% in the year that ended June 30, 2015.

"This business growing incredibly well, but the gross margin of that is substantially lower than their core products of the olden days," said Anurag Rana, an analyst at Bloomberg Intelligence. "How low do they go?"

It's jarring for some investors, but the other option is worse, said Thompson.

"That's a very different model for Microsoft and one our investors are going to have to suck it up and embrace, because the alternative is don't embrace the cloud and vou wake up one day and you look just like - guess who?" Thompson doesn't finish the sentence, but makes it clear he's referring to IBM, the company where he spent more than 27 years, which he says is "not relevant anymore." IBM declined to comment.

The pressure is good for Microsoft, Thompson said - pressure tends to result in change.

"You can re-imagine things when you're stressed. It's a lot easier to do it when you're stressed because you feel compelled to do something," Thompson said. "I see a lot of stress at Micro-

Mideast carriers seen posting \$1.6bn in profit this year, says IATA

By Pratap John

Chief Business Reporter Dublin

priven by lower oil prices and a robust passenger demand, the Middle East carriers are expected to post a \$1.6bn in profit this year, up slightly on the \$1.4bn reported for 2015, the International Air Transport Association (IATA) stated in its '2016 financial outlook' in Dublin yesterday.

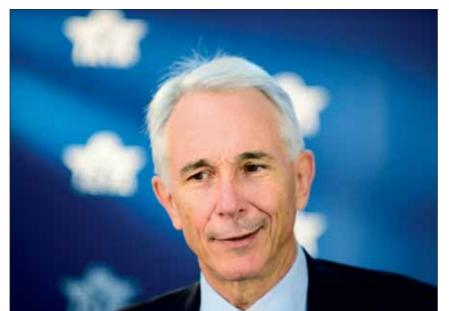
The Middle Eastern capacity, dominated by three GCC carriers, including Qatar Airways, is forecast to grow at 12.2%, outpacing an expected 11.2% expansion of demand

The IATA also revised its 2016 financial outlook for global air transport industry profits upwards to \$39.4bn (from \$36.3bn forecast in December 2015). That is expected to be generated on revenues of \$709bn for an aggregate net profit margin of 5.6%.

"2016 is expected to be the fifth consecutive year of improving aggregate industry profits," IATA's outgoing director-general and CEO Tony Tyler said at a media event at the Royal Dublin Society (RDS).

In 2015, airlines had generated a global aggregate profit of \$35.3bn (re-stated from \$33bn estimated in December 2015). All regions are making a contribution to the \$4.1bn boost over 2015 profits with improved results; but there are stark regional differences in performance.

Over half of the industry profits will be generated in North America (\$22.9bn) while African carriers are forecast to continue generating an overall loss (-\$0.5bn).



IATA CEO Tony Tyler reacts during an interview at the International Air Transport Association (IATA) symposium in Dublin. "2016 is expected to be the fifth consecutive year of improving aggregate industry profits," Tyler said at a media event at the Royal Dublin Society (RDS) yesterday.

In the Middle East, "efficient hubs" continue to gain market share on connecting markets for the region's major carriers, although local markets have been weakened by the impact of falling commodity revenues. Economic changes in the region's oil economies are manifesting themselves in a spate of increases of charges and taxes which could dampen the region's cost competitiveness, IATA said.

Tyler said, "Lower oil prices are cer-

tainly helping — though tempered by hedging and exchange rates. In fact, we are probably nearing the peak of the positive stimulus from lower prices. Performance, however, is being bolstered by the hard work of airlines. Load factors are at record levels. New value streams are increasing ancillary revenues. And joint ventures and other forms of cooperation are improving efficiency and increasing consumer choice while fostering robust competition. The

result: consumers are getting a great deal and investors are finally beginning to see the rewards they deserve."

"On average, airlines will make \$10.42 for each passenger carried," Tyler remarked and noted, "In Dublin, that's enough to buy four double-espressos at Starbucks. Looked at from a different angle Starbucks will earn about \$11 for every \$100 in sales while airlines will make \$5.6. We don't begrudge Starbucks their profitability. But here is clearly still upside for airline profits," said Tyler.

For the second year in a row and only the second time in the airline industry's history, he pointed out the return on invested capital (9.8%) will exceed the cost of capital (estimated to be 6.8%). This is the minimum expectation level for investors. The airline industry is beginning to generate profits that would be expected of any normal business.

"The job of shoring up resilience by repairing balance sheets is under way. We have had a few years of good profits and some airlines have started to pay down debt. It will, however, take a longer run of profits before balance sheets are returned to full health," said Tyler.

Repaying accumulated debt will take several years of profitability to achieve. Airlines in North America and in some parts of Europe have seen the gearing of their balance sheets fall towards investment grade levels. But for much of the rest of the industry, it is a continuing challenge.

"Airlines are producing solid results even with some strong economic headwinds. It's an impressive performance and the mood of the industry is generally optimistic," said Tyler.

Airline earnings to near \$40bn as oil beats slowing demand

Bloomberg

Global airline earnings are set to be \$3.1bn higher this year than previously estimated as the impact of lower fuel costs makes up for a slowdown in passenger growth, according to the industry's main trade group.

Net profit across the sector is likely to reach \$39.4bn in 2016, extending a record result set last year, when carriers generated collective proceeds of \$35.3bn, the International Air Transport Association said yesterday at its annual gathering of airline chief executive officers, held this year in Dublin.

The improved outlook is largely a result of adopting a baseline of \$45 a barrel for the average price of oil this year, versus a previous estimate of \$51. At the same time, IATA reckons growth in passenger demand will slow to a "robust" 6.2% from 7.4% in 2015 as economic expansion slips to the lowest level since the global financial crisis hit in 2008.

The profit figures still represent a relative triumph, IATA chief executive officer Tony Tyler, who stands down after this week's meeting, said in an interview, arguing that consolidation, especially in the US, has played a crucial role in improving capacity discipline and hence bolstering fares. "Markets are patchy, but overall the industry is doing a good job," Tyler said. "There's no doubt that over the last five years the industry has restructured, is managing itself better, is operating equipment that's more

efficient and has organised itself in a more sustainable way in terms of financial stability."

Tyler predicted that European carriers in particular will follow the lead of the US and continue to coalesce further around Air France-KLM Group, Deutsche Lufthansa and British Airways owner IAG. IATA, which represents 260 airlines accounting for 83% of global air traffic, had previously forecast 2016 earnings of \$36.3bn. More than half of this year's income some \$22.9bn — will be generated in North America, while Africa will be the only unprofitable region with carriers there suffering a \$500mn overall loss, it said. Last year's profit was \$2.3bn higher than suggested earlier, and more than double 2014's \$17.4bn. Traffic growth was the most since the post-slump rebound of 2010, and planes flew more than 80% full. Still, passenger traffic grew at the slowest pace since January 2015 in April, and while IATA said the March 22 attacks in Brussels were a factor, Tyler pointed to more entrenched issues as the

Evidence of ebbing demand will raise concerns among airlines committed to buying record numbers of new aircraft, especially since oil prices have encouraged them to jettison recent capacity restraint and offer some of the lowest fares seen for years. Tyler said capacity plans are set well in advance and that it will take time for airlines to rein in the deployment of extra aircraft if that proves too excessive.

stimulus of cheap oil tapers

Air transport industry's oil expenditure expected to represent 19.7% this year compared with 33.1% in 2012-13: Tyler

By Pratap John

Chief Business Reporter

The oil expenditure, in relation to the overall expenses of the air transport industry, has been coming down and is expected to represent 19.7% this year, compared with a recent high of 33.1% in 2012-13, said IATA director-general and CEO, Tony Tyler.

The outlook is based on oil averaging \$45/barrel (Brent) over the course of the year, which is significantly lower than the \$53.9 average price in 2015.

"The full impact of lower fuel prices was still being realised as hedges matured," he told Gulf Times on the sidelines of the 72nd IATA Annual General Meeting and World Air Transport Summit in Dublin

On the other main forecast drivers, Tyler said, passenger and cargo demand in addition to the shape of the global economy would have an impact on air transport industry.

In terms of global economy, he said, "Weak economic conditions prevail."

The global GDP is expected to expand by only 2.3% in 2016. That is down from 2.4% in 2015 and the weakest growth since 2008 when the global financial

"Consumer spending is relatively strong, but the corporate sector is conserving cash and, despite some easing of government austerity budgets and low interest rates, there is little evidence of acceleration in infrastructure spending," the IATA chief said. On passenger demand, he said it "remains robust"

with 6.2% growth expected in 2016. That is, however,

a slowdown from the 7.4% growth recorded in 2015. The capacity is expected to grow slightly ahead of demand at 6.8%. Load factors are expected to remain high (80%), but with a slight slip from 2015 (80.4%). Yields are expected to fall by 7%. Unit costs, driven by lower fuel prices, are expected to fall by 7.7%.

Overall, the passenger business is projected to generate \$511bn in revenues, down from \$518bn in 2015.

He said the cargo side of the business "remained in the doldrums" with 2.1% growth in demand.

Airlines are growing their fleets with long-haul wide-body aircraft to meet strong passenger demand growth. This adds cargo capacity to a flat air cargo

Cargo yields are expected to fall by 8% this year.
Overall cargo is expected to generate \$49.6bn in revenues, down from \$52.8bn in 2015.

"The job of shoring up resilience by repairing balance sheets is under way. We have had a few years of good profits and some airlines have started to pay down debt. It will, however, take a longer run of profits before balance sheets are returned to full health." said Tyler.

Repaying accumulated debt will take several years of profitability to achieve. Airlines in North America and in some parts of Europe have seen the gearing of their balance sheets fall towards investment grade levels. But for much of the rest of the industry, it is a continuing challenge.

"Airlines are producing solid results even with some strong economic headwinds. It's an impressive performance and the mood of the industry is generally optimistic," Tyler added.

Commercial airlines are expected to take delivery of nearly 1,900 new aircraft in '16

By Pratap John

Chief Business Reporter Dublin

ommercial airlines are expected to take delivery of nearly 1,900 new aircraft, a substantial investment by the industry this year, IATA said here yesterday.

"The trend improvement in average returns (ROIC) has given the industry the confidence to invest on this scale," IATA said in its semi-annual report on the 'Economic performance of the airline industry' released at the Royal Dublin Society, the venue of its 72nd Annual AGM and the World Air Transport Summit.

"Sustained high fuel costs had also made it economic to retire older aircraft at a higher rate, but that effect will clearly continue to weaken this year. Around half of this year's deliveries will replace existing fleet, making a significant contribution to increasing fleet fuel efficiency," said IATA's chief economist Brian Pearce.

The fleet is forecast to increase by over 1,100 aircraft to end this year at almost 28,000 aircraft; lower fuel prices will lead to fewer older aircraft leaving the fleet. The average size of aircraft in the fleet is continuing to rise slowly.

"So by the end of 2016 there will be around 3.9mn available seats. These seats are also being used more intensively, which is critical for

profitability in a capital intensive industry — and it also reduces environmental impact," the report said.

Passenger load factors are expected to slip from 2015 levels but to hold at 80% on average this year. Aircraft are also being flown more intensively.

The number of scheduled aircraft departures is forecast to exceed more than 36mn this year. That's an average of 70 aircraft departing each minute of 2015.

"Sustained high fuel costs had also made it economic to retire older aircraft at a higher rate, but that effect will clearly continue to weaken this year. Around half of this year's deliveries will replace existing fleet, making a significant contribution to increasing fleet fuel efficiency"

The IATA report said debt providers to the airline industry are "well rewarded" for their capital, usually invested with the security of a very mobile aircraft asset to back it.

On average during the business cycle the airline industry has been able to generate enough revenue to pay its suppliers' bills and service its debt.

Credit metrics are improving with recent significant free cash flows, particularly in North America, and a forecast further decline in debt ratios.

Equity owners have not been rewarded adequately for risking their capital in most years, except at a handful of airlines. Investors should expect to earn at least the normal return generated by assets of a similar risk profile, the weighted average cost of capital (WACC).

Such is the intensity of competition, and the challenges to doing business, that average airline returns are rarely as high as the industry's cost of capital. Equity investors have typically seen their capital shrink. "But this year we expect the industry to

generate a return on invested capital (ROIC) of 9.8%, which does, for only the second year, adequately reward equity owners," IATA said.

On invested capital of almost \$600bn, the

industry is forecast to generate \$16.2bn of value for investors this year. But it should be clear that \$39.4bn net profit, while exceptional for the airline industry, is really only sufficient to pay investors a 'normal' return for risking their capital.

Moreover, high returns have only started to be generated outside North America in the past year and are still not widespread across all regions. The trend improvement in returns is being driven by changes in industry structure and behaviour.

Breakeven load factors are usually on a painful upward trend as yields fall faster than cost reductions. They are falling this year because of lower fuel prices and increasing ancillary revenues. On top of that, consolidation and more returns-focused behaviour have boosted load factors achieved, IATA said in its economics report.

Airlines' fuel bill to fall to less than 20% of total operating costs this year: IATA

By Pratap JohnChief Business Reg

Chief Business Reporter Dublin

or the first time since 2004, fuel bill will fall to less than 20% of airlines' total operating costs this year, an IATA estimate shows.

IATA forecasts the airlines fuel bill will fall to \$127bn, which will represent less than 20% of their total operating costs, for the first time since 2004.

Jet fuel prices have fallen substantially even as IATA has based its forecast on an average price of \$55.4/barrel this year, and \$45/b for the Brent crude oil price.

This year's oil price average is based on the low start to the year and a rising profile to just above \$50/b by the end of the year.

"The slow rise in prices is being driven by evidence that high-cost oil supply is now being cut back, and the realisation that invento-

ries need to remain higher than before now that Opec's buffer role has gone," IATA said in its semiannual report on the 'Economic performance of the airline indus-

IATA forecasts that fuel efficiency, in terms of capacity use – per available tonne kilometres (ATKs), will improve by 1.5% in 2016 as deliveries of new aircraft accelerate and fuel prices start to trend upwards slowly.

The annual average per RTK fuel efficiency improvement from 2009-14 currently stands at 2.4%, versus the 1.5% industry target. Continued fuel efficiency gains have partially decoupled CO2 emissions from expanding air transport services.

Without the expected fuel efficiency gain this year, fuel burn and CO2 emissions would be 1.5% higher in 2016. That represents a saving of over 12mn tonnes of CO2, as well as saving on fuel that would have cost the industry and its con-

sumers an additional \$1.8bn.

IATA noted that the air transport industry is on target to meet its goal of improving fuel efficiency by an average of 1.5% annually until 2020. Current analysis shows that on average the sector has improved fuel efficiency by 2.4% per year since 2009, a figure that is expected to normalise in the coming years.

years.
"Investments in new aircraft are a major driver of fuel efficiency improvements," IATA said.

In 2016, airlines are expected to take delivery of almost 1,900 new aircraft. About half are projected to replace less fuel-efficient older aircraft.

The industry remains committed to achieving carbon-neutral growth from 2020. This is in addition to a 1.5% average annual improvement in fuel-efficiency to 2020 and complements the long-term goal of cutting net emissions in half by 2050 (compared with 2005 levels), it said.



An attendant at an information stand uses her mobile phone at the 2016 IATA Annual General Meeting and World Air Transport Summit in Dublin yesterday. IATA forecasts that fuel efficiency, in terms of capacity use per available tonne kilometres (ATKs), will improve by 1.5% in 2016 as deliveries of new aircraft accelerate and fuel prices start to trend upwards slowly.