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## Qatar did not assert *force majeure* in energy supplies despite blockade: Al-Sada

By Peter Alagos  
Business Reporter

Qatar has kept its reputation as a reliable global energy supplier by keeping its commitments with its international partners despite an "illegal" economic blockade imposed by four Arab nations, the country's energy minister has said.

Speaking at the 'Diplomatic Salon' organised by the Diplomatic Institute of Ministry of Foreign Affairs, HE the Minister of Energy and Industry Dr Mohamed bin Saleh al-Sada emphasised that Qatar continued supplying oil and gas to its clients worldwide.

"During this blockade, Qatar has never missed a single shipment of oil and gas to any of our 'consuming partners' - that shows how committed Qatar is not only to our economy and reliability but also to 'consuming countries' because this is a very strategic commodity, and we know how important oil and gas are to our partners.

"We did not resort to *force majeure* because we paid a lot of efforts not to miss any shipment and to continue that reputation of utmost reliability," al-Sada said during the forum, which carried the theme 'QNV 2030 & the Future of Global Gas & Oil Markets'.

Al-Sada said Qatar's success against the siege led by Saudi Arabia and its allies - the UAE, Bahrain, and Egypt - was mainly the result of the Qatar National Vision 2030.

"Guided and launched by His Highness the Emir Sheikh Tamim bin Hamad al-Thani, the Qatar National Vision 2030 has yielded a lot of positive results. Qatar is continuously implementing this vision, which has given Qatar a lot of advantages on different levels - social, economic, and environment, among others.



HE al-Sada speaks on the future of the global oil and gas markets at a forum held yesterday. PICTURE: Jayan Orma

"The successful combating of the illegal siege and blockade by our neighbouring GCC countries was basically due to the proper preparation and implementation of this vision," al-Sada pointed out.

On the future of global oil and gas markets, al-Sada said the Middle East holds the largest reserves of oil and gas deposits, and "it would remain as a main supplier of oil and gas to the world."

"The GCC has 1/3 of the world's oil

reserves and 1/5 of gas reserves, and the region will continue to energise the global economy and plays a vital role in the world's energy security," he said.

Citing figures from the International Energy Agency, al-Sada said fossil fuels still comprise 75% of the total energy consumed globally.

"Fossil fuels need to be efficient, competitive, and continue to meet the demand for global energy. There are other types of energy sources like renewables but they are starting from

a low base. It will take decades before they take a tangible part of the energy basket," he said.

Speaking to reporters on the sidelines of the event, al-Sada said, "There was a need to develop a plan for oil markets beyond March" and that "now was the appropriate time to look at it."

"One of the possible options is to use this agreement and this structure and possibly move it forward," said al-Sada, who added that Opec

members and other countries participating in the pact to cut oil supplies had been successful in implementing their commitments.

"I think Opec will certainly look at all scenarios but certainly Opec and the participating countries have been very successful in implementing their commitment. They developed an excellent set-up and this set-up is a very good foundation to be fully utilised beyond March this year," the energy minister said.

## QFC set to implement legal services code of conduct

The Qatar Financial Centre (QFC) will soon implement services code of conduct for individuals and firms in the field legal jurisprudence.

"The final version of the code will be implemented soon and we are confident it will help provide a world-class legal regime in Qatar," QFC Authority chief legal officer Nasser al-Taweel said. He disclosed the features of the proposed QFC Legal Services Code of Conduct at a round-table discussion with local and international law firms. The proposed code focuses on ensuring that QFC-licensed law firms and the lawyers they employ operate in accordance with a common set of standards and principles that seek to maintain the highest standards of excellence in legal practice.

"At the QFC, we take pride in ensuring that we implement and maintain a level of consistency in the competence and conduct of QFC law firms and lawyers. We are happy to say we received feedback from a wide variety of stakeholders that was very positive," al-Taweel said. The QFC's international award winning legal department provides a comprehensive set of in-house legal services and is at the centre of the strategic development, enhancement and advocacy of the QFC's legal environment.

The QFC's legal environment provides an internationally recognised platform for leading Qatari and international companies to expand in Qatar or overseas from the QFC. This in turn supports Qatar's economic development and diversification efforts and contributes to knowledge and expertise sharing in Qatar and beyond.



Al-Taweel: A world-class legal regime.

## Opec sees higher oil demand, signs of tighter market

Reuters  
London

Opec yesterday forecast higher demand for its oil in 2018 and pointed to signs of a tighter global market, indicating its production-cutting deal with non-member countries is helping to tackle a supply glut that has weighed on prices.

In a monthly report, the Organisation of the Petroleum Exporting Countries said the world would need 32.83m bpd of Opec crude next year, up 410,000 bpd from its previous forecast.

Opec said inventories were falling and that an increase in the price of Brent crude for immediate delivery to a premium over that for later supplies, known as backwardation, raised hopes that a long-awaited market rebalancing was under way.

"This is due to the shooting up of demand for prompt-loading barrels and amid increasing sentiment that the oil market will rebalance over the next year with a major drawdown in crude and product stocks," Opec said in the report.

"This first stirring of backwardation since oil prices were above \$100 a barrel is seen as a sign of tightening supplies and strong demand."

Oil last traded above \$100 a barrel in 2014, the year in which prices began to

slide due to excess supply. Crude extended gains after the release of yesterday's report, although at about \$54, it is still half the 2014 level.

In a deal aimed at clearing the glut, Opec is curbing output by about 1.2m bpd, while Russia and other non-Opec producers are cutting half as much, until March 2018.

Opec said inventories in developed economies declined by 18.7m barrels in July to 3.002bn barrels, 195m barrels above the five-year average.

Ministers are discussing extending the pact by at least three months.

Opec raised its forecasts for global oil demand growth in 2017 and 2018, saying consumption would rise by 1.35m bpd next year, 70,000 bpd more than previously thought.

The report also said Opec's output in August declined by 79,000 bpd from July to 32.76m bpd, citing figures from secondary sources such as consultants and oil-industry media.

Saudi Arabia told Opec it cut output to 9.951m bpd in August from 10.01m bpd in July, falling further below its Opec's target of 10.058m bpd.

The secondary-source figures mean Opec's compliance with its pledged output cut stands at 83%, according to a Reuters calculation, down from 86% initially reported for July but still high by Opec standards.

## QCB: Lenders in Qatar see default by realty developers and contractors as major risk

By Pratap John  
Chief Business Reporter

A survey carried out among local banks by the Qatar Central Bank has revealed that a significant number of Qatari lenders see default from real estate developers and contractors as "major risk among the credit risks" this year and in 2018. The Risk Perception Survey (RPS) was undertaken by the QCB to know the local banking sector's perceptions about the "potential vulnerabilities that can affect the country's financial sector."

This, QCB said, will "provide leads to financial stability policy formulation."

Most banks expressed that, the "confidence in the financial stability of the banking sector either increased or remained the same," the QCB said.

Around 70% of the respondent banks said the "systemic risk" in the

banking sector will decrease or remain the same in current year and the year ahead.

The perception of the respondent banks on credit and market risk also indicate a higher majority expect the risk levels will either decrease or remain at the same level during 2017 and in 2018, it said.

On liquidity risk, the QCB noted that the opinion is "equally distributed on positive and negative" perception.

The survey also sought the banks to rank the key global and macro-economic risks factors that have impacted Qatar financial system according to their opinion.

Majority of banks ranked 'low oil prices' among the top two higher risk events during last year, current year and the year to come.

In addition, between 40% and 60% of banks ranked "geopolitical risks" among top two risk events in the current year and next year.

Majority of the respondent banks has considered all other risk events as comparatively lower significance.

The survey also captured banks perception of the major risk events from the given set of events pertaining to credit, liquidity, market and operational risks, the QCB said. Among liquidity risk, withdrawal by wholesale

depositors is considered as "top 1" risk by 40%-60% of the respondents.

Interest rate shock is considered as "top 1" market risk event by 20%-40% of respondents.

"A majority of the banks responded risk from cyber world will be the major operational risk in the current and

the year ahead," the QCB pointed out.

In its 8th Financial Stability Review, the QCB said "strong capital buffer" provided Qatar's banking sector "sufficient cushion" against probable vulnerabilities in an environment of low oil prices.

Credit growth remained robust, while delinquencies lowered. Coverage improved with sufficient provisioning without any significant dent in profit.

The effect of liquidity strain due to lower domestic deposit growth is neutralised by continued interest by the foreign financial institutions and other foreign investors in the domestic financial sector.

Even though banking sector's external liability increased, the duration of these liabilities have improved.

Strengthened regularity framework coupled with strong macroeconomic performance abetted the banking sector to preempt the vulnerabilities, the QCB said.

**Around 70% of the respondent banks said the "systemic risk" in the banking sector will decrease or remain the same in current year and the year ahead**













## Huishan Dairy debt woes deepen as banks demand \$220mn repayment

Reuters  
Hong Kong/Shanghai

HSBC and other lenders have demanded China Huishan Dairy Holdings to repay a combined \$220mn in loans this week - a move set to make it more difficult for the firm to extricate itself from a debt mountain and find a white knight.

Billed as the nation's largest integrated dairy firm in a high-profile \$1.3bn IPO in 2013, Huishan has since become a cau-

tionary tale about risky financing and the complexity of resolving corporate debt problems in China.

Shares in the company, which has been heavily dependent on short-term loans, plunged 85% in March before being suspended.

Since then most of its directors have quit, it has missed loan payments and lost contact with a key executive in charge of its finances, and is also under investigation by Hong Kong's securities regulator.

Huishan said late on Monday it had received letters from HSBC on a \$200mn loan made by a group of banks including the UK lender in 2015, saying the loan and interest were immediately due because of "one or more events of default".

Repayment of the \$200mn loan was due within three days from September 11, Huishan said in the statement to the Hong Kong stock exchange, citing a letter sent by HSBC.

The demand follows a letter of warning about broken loan covenants in April.

Accrued interest added a further \$6.4mn to that loan tranche. HSBC also demanded immediate repayment of a \$13.7mn loan it had extended in 2014.

Hong Kong's banking watchdog is separately questioning banks over the \$200mn syndicated loan raised by Huishan from lenders including China CITIC Bank International, Hang Seng Bank, and HSBC, sources told Reuters in April.

Huishan said in its statement on Monday that it continued to be in talks with its major bank creditors in China about debt

restructuring and that it is seeking legal advice on HSBC's demands.

HSBC declined to comment when contacted by Reuters.

As of March this year, Huishan owed \$3.9bn to creditors including Industrial and Commercial Bank of China, Bank of China Ltd and HSBC.

It has hired debt restructuring advisers and forensic accountants to investigate gaps in its financial statements.

Huishan said in July it was planning to carve up shares in the company among

its creditor banks and existing shareholders as part of restructuring plans and was ultimately looking for a white knight to financially support the firm.

Huishan made headlines in 2016 when it sold and leased back part of its herd of cows, in what its executives called "innovative financing".

But risks linked to its debt-fuelled growth took centre stage after a December report from US-based short-seller Muddy Waters questioned its accounting and debt burden.

## Toshiba favours Bain for chip unit's sale

Reuters  
Tokyo

Toshiba Corp now favours a group led by Bain Capital and SK Hynix to buy its prized semiconductor business, as it failed to bridge key gaps with its business partner and rival bidder Western Digital Corp, two people briefed on the matter said yesterday.

The dramatic twist in the sale process, beset by legal wrangling and revised bids, comes just a day before Toshiba's latest deadline.

The Japanese conglomerate, which needs to sell the chip business to plug a huge hole in its finances, had been trying to seal a deal by today with the Western Digital group but now hopes to reach agreement with the Bain group by next week, said the sources, who declined to be identified as the talks were private.

A Toshiba spokesman said the firm could not comment on details of the talks.

The parties have already missed two deadlines by Toshiba's banks, which want a deal to pump \$18bn or more into the company to pull it out of negative shareholder equity and prevent it from being delisted.

Yoshimitsu Kobayashi, an external Toshiba director, told reporters earlier yesterday that although the deadline is important, it is also important that negotiations head in a good direction.

A Western Digital spokeswoman also declined to comment.

The Japanese unit of Bain Capital and SK Hynix could not be reached for comment outside business hours.

Toshiba is desperate to sell the unit to cover billions of dollars in liabilities from its bankrupt US nuclear unit Westinghouse.

The board had been seeking to decide on the preferred bidder today, people involved in the talks previously told Reuters.

The ¥2tn (\$18bn) bid led by Western Digital Corp and US private equity fund KKR & Co had been in the lead, sources had previously said.

But those talks hit snags as Toshiba, fearing that Western Digital was angling to eventually take over the chip business, sought to control the US firm's stake in return for a better position in their current chipmaking joint venture, the sources said.

The offer by Bain and the Korean chipmaker is designed to get around that problem as it will invite two state-backed investors - the Innovation Network Corp of Japan (INCJ) and the Development Bank of Japan - to invest in the business only after any arbitration with Western Digital is settled, several sources have said.

The Bain-led group had been chosen preferred bidder in June.

But those talks lapsed as Japan government investors who had been part of that consortium told Toshiba they were reluctant to close a deal in the face of the legal challenges posed by California-based Western Digital, which jointly invests in Toshiba's key NAND memory plant in central Japan.

On Friday, the Bain group raised its offer by nearly ¥500bn to ¥2.4tn (\$22bn), including a ¥200bn investment in infrastructure, sources have said.

Yesterday's reversion to the Bain group contradicts a report earlier in the day in the *Nikkan Kogyo* business daily that Toshiba had chosen the Western Digital bid and would announce the deal today.

In addition to the Bain and Western Digital bids, Toshiba has said it was also considering a bid led by Taiwan's Hon Hai Precision Industry Co, also known as Foxconn.

All three bidder groups have roped in major chip buyer Apple Inc to bolster their offers, sources have said.

INCJ held its investment committee meeting yesterday without making any decision.



Chinese Premier Li Keqiang (centre), World Bank president Jim Yong Kim (left) and International Monetary Fund managing director Christine Lagarde attend a news conference in Beijing yesterday. "Free trade is a good medicine for resolving problems. Through free trade, we can resolve many problems in the difficult recovery, help companies transform and give consumers more choices," Li said.

## Nations should maintain free trade amid fragile global economy, says Li

Reuters  
Beijing

The world economy is showing positive signs but is still fragile and countries should rely on structural reforms, not quantitative easing, to support growth, Chinese Premier Li Keqiang said yesterday.

Li, who met with the heads of global bodies, including International Monetary Fund managing director Christine Lagarde and World Bank president Jim Yong Kim in Beijing, said that countries should maintain free trade.

"There are increased positive factors in the global economy and signs of warming-up in some aspects.

But at the same time, the fragility persists and unstable and uncertain factors are still increasing," Li told a joint news conference with the heads of international agencies.

"Free trade is a good medicine for resolving problems. Through free trade, we can resolve many problems in the difficult recovery, help companies transform and give consumers more choices," he said.

Turning to China, Li said the economy would remain steady and continue to improve.

China's economy grew a stronger-than-expected 6.9% in the first half, defying expectations of a slowdown and putting the country on pace to easily meet its growth target of around 6.5%.

"Based on the growth trend in recent months, the economy will continue to maintain the trend seen in the first half," Li said.

He also addressed China's high leverage ratio, which has been the focus of a campaign by policymakers to control risks.

China's leverage has stabilised and has even shown some declines, Li said.

Li also reiterated China's pledge

not to resort to competitive currency devaluation.

At the official local close on Monday, the onshore spot yuan had gained around 6.5% so far this year, about the same percentage loss it suffered in 2016.

The global economy is recovering, but could easily be derailed by policy uncertainty and the threat of protectionism, IMF chief Lagarde told the same briefing.

The global economy is recovering, but could easily be derailed by policy uncertainty and the threat of protectionism, International Monetary fund managing director Christine Lagarde said in Beijing.

## Malaysia Airlines to buy Boeing jets for \$1.8bn

Reuters  
Singapore/Kuala Lumpur

Malaysia Airlines will announce a deal to buy eight widebody Boeing 787 jets during the visit of Prime Minister Najib Razak to the United States, two industry sources said yesterday.

The deal, worth more than \$1.8bn at list prices, is expected to be one of the announcements that will be made after Najib meets with US President Donald Trump, the sources said.

The United States was Malaysia's third-largest trading partner in 2016.

The meeting with Trump is critical for Najib, who is looking to raise his standing globally, and in Malaysia, where he is expected to call general elections in the coming months.

An international graft probe by the United States and several other nations into state fund 1Malaysia Development Berhad (IMDB) has hurt Najib's popularity.

With the US visit, Najib is hoping to put the IMDB scandal behind him.

Najib is scheduled to witness a memorandum of understanding signing ceremony between Malaysia Airlines and Boeing, according to a schedule of the Prime Minister's events in Washington reported by Malaysian media outlets.

The two sources said Malaysia Airlines considered buying Airbus A330-300s before settling on the 787 order.

Aircraft manufacturers typically give discounts to list prices.

Malaysia Airlines said it would not comment on reports that are speculative in nature. Boeing and Airbus declined to comment.

The sources did not want to be named because the discussions were private.

Brendan Sobie, chief analyst at independent aviation research firm CAPA Cen-



Men watch Malaysia Airlines aircraft at Kuala Lumpur International Airport. The airline will announce a deal to buy eight widebody Boeing 787 jets during the visit of Prime Minister Najib Razak to the US, two industry sources said yesterday.

tre for Aviation, said the timing of the order alongside Najib's visit raised concerns of potential political influence over the purchase.

"This has happened before with Malaysia Airlines - and other airlines in this region for that matter - where the government has decided to buy an airplane that wasn't really required," Singapore-based Sobie said. "I think in this case the 787 is required anyway."

But now that it is a political thing there are questions," Malaysia Airlines has been transforming its operations under two consecutive non-Malaysian bosses as it recovers from two tragedies in 2014, when flight MH370 disappeared in what remains a mystery and flight MH17 was shot down over eastern Ukraine.

The carrier is targeting a return to profit next year.

Malaysia Airlines chief executive Peter

Bellew said in June the carrier was in early negotiations with Airbus and Boeing for the purchase of 35-40 new long-range jets.

CAPA analyst Sobie said the airline needed widebodies for growth, as well as to replace ageing A330 aircraft over the next several years, making eight aircraft a smaller than expected order.

In the eight months ended August 31, Boeing announced 426 net orders compared to 215 at Airbus.

## Thailand suspends international flights by some Thai airlines

Reuters  
Bangkok

Thailand's military government has suspended international flights by Thai airlines that have not received new operator certificates from the country's aviation body, a spokesman said.

The measure will affect 12 airlines which together have a market share of only 2% and so will have little impact on the country's tourism-dependent economy, the head of the Civil Aviation Authority of Thailand (CAAT) said yesterday.

Thailand's aviation industry has been under scrutiny after the UN's International Civil Aviation Organisation (ICAO) downgraded the country in June 2015, giving it a red flag for missing a deadline to resolve significant safety concerns.

The government's move comes ahead of an ICAO's visit to Thailand next week.

"They want to see a strict measure.

The government had to order CAAT to suspend operations of airlines which did not pass assessment," government spokesman Sansern Kaewkumnerd told reporters.

The Thai military junta often invokes executive power, known as Article 44, to clear bureaucratic hurdles.

CAAT was set up in 2015 by the military government to tackle flaws in commercial aviation.

It is tasked with auditing and recertifying Thai commercial airlines to make sure they are in line with ICAO standards.

Chula Sukmanop, director general of CAAT, told Reuters the suspension will affect 12 airlines, including Orient Thai Airlines and Thai Vietjet Air.

"It's not that they failed the assessment, but the assessment has not been completed yet," Chula said.

"They can resume their flights as soon as they pass the assessment," he said, adding that the two airlines are expected to resume their international flights as soon as next month. The suspension is expected to be lifted for the other airlines by January 31, 2018, Chula said.

The two airlines named were not immediately available for comment when contacted by Reuters.

# China's biggest banks halt transactions for N Koreans

AFP  
Beijing

Branches of China's biggest banks have suspended financial transactions for North Koreans, employees told AFP, suggesting that Beijing has pursued stronger measures against its nuclear-armed ally than previously thought.

Staff at branches in Beijing and the border city of Yanji – a major trade and transportation hub between the two neighbours – said their banks have banned North Koreans from opening new accounts and some have even started to close existing ones.

The restrictions were imposed well before the United Nations Security Council unanimously approved, with China's blessing, new sanctions on Pyongyang on Monday following its latest and largest nuclear test.

Employees at several branches of the country's "big four" – Industrial and Commercial Bank of China, Agricultural Bank of China, Bank of China and China Construction Bank – confirmed the financial curbs for North Korean clients.

"We have frozen their accounts, which means they cannot withdraw (money)," a staff member at a Yanji branch of China Construction Bank told AFP.

"They cannot use (their accounts) in Yanji anymore, as well as our services. We have already started to inform them to cancel their account.

If they can cancel, we let them cancel. If they cannot, we will not let them use it," the staffer said.

An employee at the Industrial and Commercial Bank of China in Yanji said the restrictions began last year or the previous year.

"We also won't open new accounts now. We offer no service to them. Opening accounts or foreign currency operations, we don't offer such services to them," the employee said.

Other local bank branches said the bans have been carried out for a while, but they did not remember exactly when. Some said they have received a written document on the ban but others said there has only been a "verbally delivered" message.

A staff member at a Beijing branch of China Construction Bank said they re-



A Chinese national flag flies in front of the China Construction Bank (CCB) tower at Hong Kong's central business district. Employees at bank branches in Beijing and the border city of Yanji, a major trade and transportation hub between the two neighbours, said their banks have banned North Koreans from opening new accounts and some have even started to close existing ones.

ceived a notice in May, and North Korea is actually restricting trade on the whole," Zhang said.

"It mainly aims at limiting North Korea's foreign exchange revenue and cutting off the foreign exchange (supply) that it needs to develop its nuclear plans."

A 2013 UN Security Council resolution stipulates that member states must curb financial services or transactions that could subsidise North Korea's nuclear programmes. China has long been

accused of lax enforcement of UN sanctions on North Korea, and US President Donald Trump complained earlier this year that trade between the two countries surged in the first quarter.

In June, the United States slapped sanctions on the Bank of Dandong, a Chinese bank located at the border with North Korea which it accused of "facilitating millions of dollars of transactions for companies involved in North Korea's WMD (weapons of mass destruction) and ballistic missile programmes."

But China has insisted that it adheres to the UN sanctions. It suspended North Korean coal imports in February and more recently banned new business ventures and stopped buying iron, seafood and lead from its neighbour.

China also backed Monday's UN resolution, which bans textile exports and restricts shipments of oil products, though it did so only after Washington toned down its original proposal to secure the backing of Beijing and Moscow.

## Cindat to join \$660mn QHotels acquisition

Bloomberg  
Hong Kong

China's Cindat Capital Management is joining an acquisition of QHotels Group valuing the UK hospitality company at more than £500mn (\$660mn), people with knowledge of the matter said.

Cindat, which focuses on overseas property deals, is negotiating a joint purchase of QHotels with UK investment firm Aprirose, according to the people, who asked not to be identified because the information is private. Aprirose, which was previously pursuing the acquisition on its own, now plans to take a 50% stake in QHotels while Beijing-based Cindat would hold the remainder, the people said.

The suitors aim to reach an agreement with QHotels's owners, Bain Capital Credit and Canyon Partners, in the next few weeks, one of the people said. QHotels runs four-star hotels catering to golf weekends and spa retreats, as well as accommodations for weddings and conferences.

QHotels, founded in 2003, has a portfolio of 26 hotel properties across the UK, according to its website. Bain Capital Credit and Canyon Partners invested in QHotels in 2014, when they bought a portfolio of QHotels loans during Irish Bank Resolution Corp's liquidation proceedings.

Representatives for Aprirose and Bain declined to comment, while an official in Cindat's Beijing headquarters said she couldn't provide an immediate comment. A representative for Canyon Partners didn't immediately respond to e-mailed queries.

Hotel acquisitions by Chinese companies have become more sensitive since the government formally laid down new rules on overseas investments last month. China said it will restrict foreign dealmaking in areas including property, film and sports while encouraging deals in areas like agriculture and oil exploration.

Any deal would add to the \$4.2bn in hotel acquisitions by Chinese buyers this year, more than double the volume during the same period in 2016, data compiled by Bloomberg show. No final decisions have been made, and there's no certainty the discussions will lead to a transaction, the people with knowledge of the matter said.

Cindat, backed by China Cinda Asset Management Co, agreed to buy 70% of seven Manhattan hotels from Hersh Hospitality Trust for \$571mn last year. It plans to diversify into warehouses and student housing in developed markets like the US, the UK and Australia, chief executive officer Greg Peng said in a March interview.

# Profits on producing gasoil, jet fuel soar in Asia

Reuters  
Singapore

Profits on churning out barrels of gasoil and jet fuel in Asia could keep climbing after marking their highest in nearly two years this month, boosted as demand outpaces supply hit by a string of refinery outages both internationally and in the region.

Royal Dutch Shell shut its Pernis refinery in Rotterdam, the largest in Europe, in late July following a fire, while Hurricane Harvey curtailed refining production on the US Gulf Coast.

Along with refinery outages in Asia,

that helped push the profit-margin on producing gasoil, used in heating and as a transport fuel, to its strongest since September, 2015 on Friday, Reuters data showed.

The jet fuel margin on the same day touched its highest since November, 2015.

"Inventories for both diesel and jet usually build through September and draw-down in winter, but we have missed a re-stocking window due to Shell's Pernis refinery and Harvey, so we'll enter winter with low stocks," said Nevy Nah, a Singapore-based analyst at Energy Aspects.

He added that Asian gasoil and jet

fuel margins from October to December would likely average at their highest quarterly level since the first quarter of 2015. GS Caltex, South Korea's second-largest oil refiner, this week said it was unsure when it would be able to restart a middle distillates producing hydrocracker unit which was hit by a fire last month, with exports likely to be cramped.

Middle distillates include gasoil and jet fuel.

Elsewhere, Taiwan's Formosa Petrochemical Corp and South Korea's S-Oil Corp have scheduled maintenance at gasoil producing units for September and October, while at least two refiner-

ies in Japan will be undergoing maintenance at crude distillation units over the same months.

"There is less supply from South Korea, Taiwan and China, but stronger demand especially from Bangladesh and the Philippines," a Singapore-based trader said.

He declined to be identified as he was not authorised to speak with media.

The end of monsoon season in India is also expected to reduce exports of gasoil from the nation as it focuses on robust domestic demand for the fuel, traders said.

In Singapore, oil traders Winson Oil and Unipac have snapped up 11.9mn

barrels of gasoil since early last week, according to Reuters calculations from industry data, stoking cash differentials for the fuel.

And appetite for gasoil has also been boosted as the annual fishing ban in the South China Sea was lifted in August, said a second trader.

Meanwhile, North Asian refiners are expected to start stockpiling heating fuel kerosene for winter and reduce their production of jet fuel, which could boost margins for the latter, traders said.

Jet fuel demand-growth is also generally robust in the fourth quarter due to year-end travel.

# Not scared: Australian regulator takes aim at country's powerful banks



Australian Securities and Investment Commission chairman Greg Medcraft speaks at a Reuters Newsmaker event in Sydney yesterday. One of the emerging problems in the Australian banking sector is loan fraud in the mortgage market, Medcraft said.

Reuters  
Sydney

Australia's corporate regulator took aim at the nation's four major banks, saying the powerful institutions "with a lot of hubris" aren't used to being taken on by regulators who have stepped up scrutiny of the scandal-hit sector.

Australia's highly profitable banks have been hit by a series of scandals including allegations of benchmark rate-rigging and, in the case of Commonwealth Bank of Australia, alleged money-laundering breaches. "When I became chairman I decided we need to build a war chest to take on big cases...I am not scared of anybody," Australian Securities and Investment Commission (ASIC) chairman Greg Medcraft said at a Reuters Newsmaker event in Sydney, as he prepares to step down in November.

One of the emerging problems in the sector is loan fraud in the mortgage market, Medcraft said.

But it has been out-of-cycle mortgage rate changes that have generated the biggest public and political outcry, as home-owners struggle to meet high repayments with modest wages growth.

The banking sector should start repairing its reputation by offering variable mortgages at a set level above the cash rate rather than exposing customers to irregular pricing changes, he said.

"I would think the biggest thing the banks could do to win the trust of Australians would be to at least offer the option of a variable rate mortgage priced over something like the cash rate."

Australian regulators have been pushing banks to tighten mortgage lending standards on worries a debt-fuelled bubble and bust in the country's property market could destabilise the financial system and hurt the broader economy.

Medcraft censured the banks for increasing home loan rates for existing customers while offering discounts to entice new borrowers. Representatives of Australia's four biggest retail banks were not immediately available to comment yesterday.

The head of the Australian banking lobby Anna Bligh said offering such a product would "add considerable risk into the banking system" due to the volatility of banks' cost of funding.

Medcraft said improving the culture and conduct of the biggest banks was one of his "unfinished businesses" as he prepares to step down in November.

Medcraft was not surprised that China had started to clamp down on private cryptocurrencies, which included last week's move to ban so-called "initial coin offerings", or the practice of creating and selling digital currencies or tokens to investors in order to finance start-up projects.

He said that while it wasn't the job of the Australian regulator to ban private digital currencies, he added it was becoming problematic.

"It's classic non-cash economy in digital

form," he said. "If you don't cut it off quickly, it will flower."

"Having something that is issued by the state is going to be something more likely in the future than essentially a cryptocurrency."

Bitcoins are not regulated in Australia as a financial product.

The government recently proposed new laws to bring in bitcoin providers under the regulatory fold for the first time ever.

Australia would make a renewed push to integrate its capital markets with the United States, Medcraft said, opening up the country's A\$2.3tn (\$1.85tn) retirement savings to American companies while giving Australians access to the deepest capital market in the world.

"What Canada has is what we want...which is mutual recognition," he told the conference, adding he would raise the issue the next time he met the US Securities and Exchange Commission chair.

Australia and the United States signed a cooperation agreement to mutually recognise each other's laws for raising capital in 2008, but little has come from it.

Local media has speculated that Medcraft will be heading to Paris when he finishes up at ASIC in November, likely as a special adviser to the OECD secretary general.

The former investment banker lived in Paris for three years in the late 1980s when he worked for Societe Generale.

"It would be a very interesting area wouldn't it," Medcraft told Reuters, without elaborating.





# Car makers face electric reality as combustion engine outlook dims

**Electric cars may be half as profitable at first – Daimler; shift to EVs could lead to more outsourcing, risking jobs; Merkel says government must do more on incentives**

Reuters  
Frankfurt

European car bosses are beginning to address the realities of mass vehicle electrification, and its consequences for jobs and profit, their minds focused by government pledges to outlaw the combustion engine.

As the latest such announcement on Monday by China added momentum to a push for zero-emissions motoring, Daimler, Volkswagen and PSA Group gave details about their electric programmes that could give policymakers some pause.

Planned electric Mercedes models will initially be just half as profitable as

conventional alternatives, Daimler warned – forcing the group to find savings by outsourcing more component manufacturing, which may in turn threaten German jobs.

“In-house production is almost irrelevant to the consumer,” Daimler boss Dieter Zetsche told reporters on the eve of the Frankfurt auto show, in the midst of a German election campaign in which automotive jobs have loomed large.

The company set a target of saving €4bn (\$4.8bn) by 2025 to help fund the cost of its electric cars.

“Daimler is the first company to state explicitly how much electric vehicles are going to hurt margins,” said Bernstein analyst Max Warburton. “It was brave to go first – but of course it won’t be the last.”

Volkswagen (VW), for its part, said it was seeking new global supplier contracts to source €50bn (\$60bn) of electric car content including batteries, which are not yet manufactured competitively in Europe.

“A company like Volkswagen must lead,

not follow,” chief executive Matthias Mueller told reporters.

VW diesel emissions-cheating exposed by US regulators in 2015 triggered global public outrage, dozens more investigations into test-rigging by the wider industry and a push by some lawmakers to ban diesel and eventually all engines.

Tesla shares jumped nearly 6% on Monday after a Chinese minister said it was a question of when, not if, Beijing bans fossil-fuel cars, tightening the noose around the combustion engine.

France and Britain have promised its outright abolition by 2040.

But PSA, the maker of Peugeots and Citroens, said it was concerned about the risks if consumers were left behind in the rush, and a new generation of battery cars does not sell.

“If it doesn’t gain acceptance in the market, then everybody – industry, employees and politicians – has a big problem,” PSA chief executive Carlos Tavares said in

a pre-show interview with German weekly Bild am Sonntag.

While Tesla has carved itself a successful premium niche, electric vehicles have yet to penetrate mass markets, with the heavily subsidised exception of Norway, and still account for less than 1% of global car sales.

Automakers have sought to adapt to the changing tide – and in some cases distance themselves from “dieselgate” – by announcing multibillion-euro investments in electric cars, underpinned by plans to sell millions within a decade.

A year into the scandal, VW unveiled plans to develop 30 new electric cars and sell 2-3mn annually by 2025.

On Monday it upped the goal to 80 models and said it would need four times the capacity of Tesla’s “gigafactory” to supply their batteries.

Since the battery is the single biggest-value item in an electric car, however, experts point out that mass adoption would

shift business and jobs from European suppliers to China, which already dominates the automotive power-pack market.

According to consulting firm AlixPartners, electric drive-trains including batteries require 40% less manufacturing labour than mechanical ones.

That would hit 112,000 jobs at European suppliers, even before any outsourcing.

A phase-out of combustion engines by 2030 could cost 600,000 jobs Germany alone, the country’s Ifo economic institute has warned.

Chancellor Angela Merkel, on course for re-election on September 24, said she was “no friend of bans”, in a Berliner Zeitung interview published yesterday.

Speaking to a television audience of voters on Monday evening, Merkel said the industry would need support in its transformation. “The government still has to do more to set incentives,” she said, without giving details.

Bosch, the world’s biggest automotive

supplier, yesterday lamented the “one dimensional nature” of the debate, saying electric vehicles were not the only way to reduce pollution.

The German company is exploring synthetic fuels, which would have the advantage of being able to use existing filling stations and engines, its CEO Volkmar Denner told a news conference, adding this could potentially save 2.8 gigatonnes of CO2 by 2050 – three times as much as Germany produced in 2016. “This is a faster way of limiting global warming,” he said.

Independent analyst Richard Windsor warned that far from boosting the industry, a shift to electric cars – which are expected to last longer than combustion-engined equivalents and require less maintenance – could inflict long-term damage.

“Vehicle makers are queuing up to announce their commitment to electric vehicles but at the same time they may be cheering for their own demise,” he said.

# Ferrari’s new Portofino faces \$2.5mn Mercedes

Bloomberg  
Frankfurt

Ferrari is introducing a new “entry-level” supercar, while Mercedes-Benz is testing the segment’s upper price limit as the rivals vie for the world’s most lucrative customers.

At the Frankfurt International Motor Show, Ferrari rolled out the €196,000 (\$234,000) Portofino – 3% more than the California, the convertible’s predecessor. Mercedes’ AMG high-performance sub-brand is highlighting the Project ONE concept, which sports Formula 1 hybrid technology and has a whopping price tag of €2.2mn.

The models are crucial to the strategic plans of both automakers. Ferrari is banking on the Portofino to help boost sales to 9,000 cars in 2019, up from a target of 8,400 this year, to help secure its independence as the industry grapples with the strains of shifting to electric cars. AMG is critical to parent Daimler’s €10bn effort to ramp up electric offerings by showing that cleaner powertrains can still be upscale and sporty.

Lamborghini is also wrestling with the changing dynamics in the supercar segment, especially as parent Volkswagen embarks on a €20bn push to electrify its entire lineup. The first sign of that shift for the exotic Italian brand will come later this year with the unveiling of a model based on the Urus prototype, which Lamborghini teased in a video in Frankfurt as the world’s first “super sport” utility vehicle. The model will also be the brand’s first hybrid.

“The next step for Lamborghini will be for sure hybridisation,” Stefano Domenicali, the brand’s chief, said in a Bloomberg TV interview. “But these iconic cars have to be different from others, so this is really the position we need to keep in order to keep alive the dream.”

For Ferrari, spun off from Fiat Chrysler Automobiles in 2016, the Portofino is less about technology than expansion as it seeks to gradually increase sales and boost profit, with a goal of eventually pushing past the 10,000 mark for deliveries.



An employee polishes a Volkswagen e-Golf electric automobile in the light tunnel inside the VW factory in Dresden, Germany. Two years after “dieselgate” crashed the last IAA party the organisers are hoping to turn the page this year by focusing on the cleaner cars of the future.

The Portofino’s deliveries, which will start in the first quarter in Europe before hitting the US in the summer, are forecast to amount to about 3,200 cars, 40% more than the California this year, according research company IHS Markit.

“If the good beginning bodes well, our dealers got orders even before the debut,” said Enrico Galliera, the Italian brand’s head of sales.

Chief executive officer Sergio Marchionne is equipping the hard-top convertible with a 600-horsepower V8 engine, 40 horsepower more than

its predecessor. The car can accelerate to 100 kph (62 mph) in as little as 3.5 seconds.

The Maranello-based manufacturer is showing off the model to the wider public for the first time yesterday following a customers-only unveiling last week in the picturesque Italian harbour town of Portofino. The event was part of the 70th-anniversary celebration of the car maker’s founding.

While Ferrari’s growth effort might risk diluting the brand’s exclusive cachet, Marchionne has complemented

the strategy by offering exclusive limited-edition models, such as the \$2.1mn LaFerrari Aperta convertible.

Mercedes is now seeking to push into this elite league. That means ratcheting up the exclusivity factor by making just 275 of the Project One, which has a fin running down the middle and reaches a top speed of 350km per hour (220 mph).

In line with Mercedes’ plan for electrified models, the V6 gasoline engine will be complemented with plug-in hybrid technology. The extra battery boost will also make the

two-seater more responsive on initial acceleration, hitting 200 kph in six seconds. The car isn’t just for classic petrol heads but technology fans as well, chief executive officer Dieter Zetsche told reporters in Frankfurt.

“It shows electric technology isn’t equivalent to eating muesli, but is part of comfortable as well as high-performing vehicles,” he said after the unveiling of the Project One featuring race-car driver Lewis Hamilton.

“And all of it road legal!”

## TomTom to offer EV recharging maps in Europe, N America

Reuters  
Frankfurt

Dutch map-making company TomTom is introducing a live service to help drivers locate and pay for electric car-battery charging stations, an application built off its core automotive navigation business.

At a news conference at the Frankfurt auto show yesterday, the company unveiled its TomTom EV Service, which it plans to licence to auto makers to build into upcoming navigation systems for electric vehicles starting in Europe and North America.

The service connects TomTom car navigation systems to information on the availability of charging points from market leaders in vehicle recharging networks.

Data include opening hours, payment methods and plug types and are updated continuously throughout a driver’s journey, it said.

The TomTom EV service will initially launch in Europe, with expansion into North America planned for early next year.

At that point, TomTom said its EV Service will list 35,000-plus charging stations globally.

The company did not disclose its current partners, but a TomTom demonstration system suggests it is working with German recharging network Hubeject, which has previously said it offers up to 25,000 charging stations across Europe.

Hubeject is backed by Germany’s top three car makers BMW, Daimler and Volkswagen as well as the country’s major electric utilities and engineering groups. It aims to standardise how drivers locate and pay for recharging.

In addition, German luxury auto maker Daimler has chosen to incorporate TomTom maps into its car navigation systems in Mercedes A, C, B and E-class vehicles it offers in North America, TomTom said.

It also said it is now offering high-resolution maps to automotive partners covering 360,000 kilometres of highways and roads across Europe and North America for future testing of their autonomous driving projects.



A driver holds a Tom Tom navigational device in London. At a news conference at the Frankfurt auto show yesterday, the company unveiled its TomTom EV Service, which it plans to licence to auto makers to build into upcoming navigation systems for electric vehicles starting in Europe and North America.

## VW’s CEO says has no plans to divide group

Reuters  
Frankfurt

Volkswagen has no plans to follow local rival Daimler in considering changing the group’s legal structure, its chief executive said, even as the company undergoes the biggest transformation in its history.

The world’s largest vehicle maker by sales said on Monday it was stepping up the pace on its electric car programme, announcing more than €20bn (\$23.86bn) of new investments over the next 12 years.

Daimler said in July it may split parts of its business into separate legal entities, a move that investors have said could unlock billions of euros in value by listing separate parts of the business and help fund its

development of electric and robotic cars.

Asked by reporters at the Frankfurt auto show whether he could imagine following rivals in looking at changing the group’s structure, VW chief executive Matthias Mueller said: “Others are always faster than Volkswagen but, somehow, we are still successful.”

“No, one of my major tasks is to always and again look into such matters and reflect on the situation,” he added. “That is what we do and what I do with all authority and calm. And I will not let anyone push me.”

A broader move by VW to create a holding structure could unlock an incremental €50bn in value, on top of the group’s €68bn in market capitalisation, analysts at research firm Evercore ISI said in a note.

## Politicians responsible for fate of Opel engine testing jobs: PSA boss

Reuters  
Frankfurt

PSA Group’s chief executive Carlos Tavares said yesterday European policymakers were responsible for the fate of 800 jobs at Opel’s engine testing facility, given that many are under threat from a regulatory push to promote electric cars.

PSA is in the process of integrating Opel, after buying it from General Motors, a task which analysts say will lead to sweeping job cuts since most vehicles will be migrated to platforms engineered by the French car maker.

Some 800 of Opel’s 7,700 engineers work at its seven-story engine development centre in Rueselsheim, Germany, where the car maker has 45 state-of-the-art engine test benches.

With several European ministers warning car makers about potential bans on combustion-engined cars, Tavares said he could not be held responsible for the fate

of those jobs. “Well this is the decision made by the governments, to forbid the usage of the internal combustion engine, this is not my decision....

If they decide that, my role as the president of the company is to comply.”

PSA Group and Opel will have to “reorganise ourselves in a way which is adapted to the new reality which is that governments want electrification.”

With governments pushing electrification, Europe’s industry is taking a significant bet.

“The scientific responsibility of selecting one technology and instructing the car makers to go in this direction, this scientific responsibility is in the hands of the governments,” Tavares said.

“If you ask everybody to make electric vehicles and you cannot subsidise them, then you have to raise prices or you have to smash the margins of the companies, and then you have a problem of the sustainability of the companies,” he added.



PSA Group CEO Carlos Tavares speaks during a news conference in Paris. With several European ministers warning car makers about potential bans on combustion-engined cars, Tavares said he could not be held responsible for the fate of jobs. Some 800 of Opel’s 7,700 engineers work at its seven-story engine development centre in Rueselsheim, Germany, where the car maker has 45 state-of-the-art engine test benches.

# Trump said to plan aggressive road show to sell tax overhaul

**Bloomberg**  
Washington

President Donald Trump plans an aggressive travel schedule, taking him to as many as 13 states over the next seven weeks, to sell the idea of a tax overhaul as the administration tries to avoid repeating the communications failures of its attempt to repeal Obamacare.

With a make-or-break legislative battle looming on taxes, the White House is moving to clean up a disorganised communications operation, said four people familiar with the effort.

The strategy was revealed by top advisers to about 40 allies during a closed-door meeting last week. It calls for the president to visit states he won where a Democratic senator is up for re-election next year, including Florida, Indiana, Michigan, Montana, Ohio and Pennsylvania, said three people who attended. The people asked not to be identified discussing internal strategy.

In some instances, cabinet members will be deployed behind Trump in a "second wave" after the president's speeches and town hall meetings to amplify his message.

White House officials held the private meeting on September 8 to share details on its political strategy for tax legislation with allies who can deliver the message on cable news and in local media interviews. Separately, they're prepping economists such as Arthur Laffer, Lawrence Kudlow and Stephen Moore, who served as informal advisers to Trump's campaign.

Top communications staffers were at the meeting, including White House communications director Hope Hicks, counselor Kellyanne Conway, press secretary Sarah Huckabee Sanders and Cliff Sims, a messaging strategist.

The administration plans to mount the full-bore sales campaign even though congressional Republicans haven't yet determined key elements of the plan, including tax brackets for individuals, a corporate tax rate, what popular tax

advantages will be eliminated or even whether the changes will be permanent or temporary. It's unclear when additional details will emerge.

But White House officials have concluded that, even without a specific tax plan, Trump can build support early by making a broad case for lower rates, a simpler tax code and more incentives for multinational Corps based in the US to bring home profits stashed overseas.

Trump has already tested this strategy with trips to two states, Missouri and North Dakota, that he carried in 2016 and that are represented by a Democratic senator facing re-election in 2018. He also plans to make time for another stop next week, even though he is scheduled to attend the UN General Assembly in New York September 19 through 21.

A lack of planning and coordination hampered the White House's effort on health care and other legislative fights, said several people tapped by the White House to serve as surrogates on tax reform.

"It didn't put them on the best footing to be successful," said James Davis, executive vice president of Freedom Partners, a group partially funded by the Koch brothers. "This is vastly different the level of engagement than what we saw in health care."

"Team of Teams," a management book by former general-turned-business consultant Stanley McChrystal, is serving as the template for retooling the White House communications operation. The White House is trying to overcome high staff turnover and past rivalries, with a new emphasis on good communication between various administration teams and with congressional leaders' offices.

Hicks, who has been serving as interim communications director, will now lead the communications team on a permanent basis, two White House officials said. She's viewed by staff as a strong leader because she is one of the president's most trusted aides and therefore secure in her standing.

Fox News analyst Mercedes Schlapp is joining the team to help with long-

term planning. Treasury Department spokesman Tony Sayegh has been detailed to the White House to help coordinate "all the moving pieces," one official said. Shahira Knight, a tax aide with the National Economic Council, is interfacing with the communications team, speechwriters and the Hill. Steven Cheung will move to the press team to do rapid response.

The White House legislative affairs and political affairs teams are choosing the target states for Trump to visit. They've also put red states with GOP senators on the calendar to help Republicans stay motivated, one of the people familiar with the plan said.

"It's only about the votes," said Bryan Lanza, who was a deputy communications director for the Trump campaign.

In an effort to maximise the impact with local members of Congress, the administration is planning the president's visits with an eye toward gaining additional attention in the run-up and afterwards. Although details of the tax plan

remain fluid, the White House is planning for future speeches to highlight specific components of the proposed legislation. Those addresses will be drafted with input from the president himself, as part of a joint effort between top aide Stephen Miller's speech-writing staff, the communications team, and economic advisers.

The White House plans to turn to prominent corporate chief executives and members of the public to reinforce Trump's case for a tax overhaul through media interviews. Trump is expected to mix up the format at some of his events, hosting town halls and other more interactive sessions.

Administration officials were pleased with a Trump speech in North Dakota that highlighted the potential impact of a tax overhaul on Julie Ellingson, a local fourth-generation rancher who feared an estate tax might encourage her heirs to sell the farm. The anecdote generated additional coverage as local media interviewed Ellingson afterward.

# Murdoch faces wide-ranging UK probe over Fox bid for Sky

**Bloomberg**  
London

The UK said it planned to expand its probe into 21st Century Fox's bid for pay-TV broadcaster Sky, exposing Rupert Murdoch and his family to further scrutiny over governance at their media empire and adding to the uncertainty about the £11.7bn (\$15.5bn) deal's fate.

Culture Secretary Karen Bradley is inclined to ask the Competition and Markets Authority to investigate Fox's commitment to broadcasting standards, as well as whether the deal would give the Murdochs too much influence over UK media, she said yesterday in Parliament.

The scope of the planned CMA referral surprised investors, given an earlier regulatory review had cleared Fox on its commitment to broadcast standards. Shares of Sky, which is 39% owned by Fox, fell as much as 5.1% to 903.5 pence, their biggest drop since the 2016 vote to leave the European union.

Fox chief executive officer James Murdoch and fellow managers now face the prospect of months of interrogation over recent events at scandal-hit Fox News and past corporate governance failings in the Murdoch media empire. Wrongdoing at News Corp's UK newspapers spurred a 2010 attempt to buy the rest of Sky, while this time, publicity over sexual - and racial - harassment allegations at Fox News has given opponents ammunition to slow a deal that initially appeared on track to sail through.

James Murdoch and Fox co-chairman Lachlan Murdoch had previously warned that any delay to approving the merger would signal to other companies that the UK isn't "open for business" as the country leaves the European Union. Britain is under pressure to reassure investors of the nation's future path amid stalling Brexit talks with the EU.

Bradley will make the final decision on whether to clear the merger after considering the CMA's feedback,



Rupert Murdoch (left) and Lachlan Murdoch, co-chairmen of 21st Century Fox, arrive for a morning session during a conference in Sun Valley, Idaho, US on July 13. UK Culture Secretary Karen Bradley is inclined to ask the Competition and Markets Authority to investigate Fox's commitment to broadcasting standards, as well as whether its bid for pay-TV broadcaster Sky would give the Murdochs too much influence over UK media, she said in Parliament yesterday.

which could come as late as March 2018. At issue for the CMA will be the scope of the Murdoch family's media influence in the UK and Fox's broadcasting record. On media influence, Rupert Murdoch is both co-chairman of Fox and executive chairman of News Corp, which owns the Times of London, the Sunday Times and the Sun newspapers. Adding Sky News to the mix would give the Murdoch family influence over a third of the news sources used in the UK, according to a June report by communications watchdog Ofcom.

On broadcasting standards, the

CMA would have to weigh the relevance of recent revelations of alleged misconduct at Fox News, including claims of fabricated quotes for a story and alleged instances of racial and sexual harassment. Ofcom's initial review of the takeover found no broadcasting standards concerns given Fox's favourable record of compliance with the UK's Broadcasting Code.

The CMA has the infrastructure to do a much more thorough study than that initially conducted by Ofcom. It would likely entail hearings with Fox and Sky executives, as well as har-

vesting huge amounts of data from the companies, their rivals and industry bodies. The CMA is set to appoint a panel of experienced competition lawyers and industry grandees who would give their recommendation to Bradley.

The deal's progress has already been set back by the upheaval of the UK general election, the furor over racial and sexual harassment allegations at Fox News and obstruction by the deal's opponents.

Political advocacy group Avaaz has already challenged a review by Ofcom that found Sky would continue

to be a "fit and proper" media outlet under Fox ownership. The group has further threatened Bradley with a legal challenge if she were to choose not to call for a deeper probe of Fox's commitment to broadcasting standards.

The CMA referral makes it almost certain that Sky will now have to pay a special dividend of about £170m to its shareholders as the takeover won't complete by December 31. Fox has said it expects the deal to complete by mid-2018, after previously saying it would be done by the end of 2017.

## Goldman lays out plan to add \$2.5bn in profit by 2020

**Bloomberg**  
New York

Goldman Sachs Group, which posted its worst first-half trading performance under chief executive officer Lloyd Blankfein, said Tuesday that business around and lending more could generate at least \$2.5bn in pre-tax earnings growth in the next three years.

The firm has doubled lateral hires in its fixed-income, currencies and commodities business this year and sees growth opportunities in equities and investment management as well, co-president Harvey Schwartz said yesterday in a presentation. The strategy could boost revenue by \$5bn, including \$1bn from the debt-trading business, according to Schwartz.

"We believe this is attainable even if the market remains challenged, like it is today," Schwartz said. "If we see modest or perhaps more significant improvement in the operating environment, we expect FICC could deliver significantly more upside."

Return on equity could climb 1.5 percentage points over three years, the company said.

Goldman Sachs lost ground to rivals including JPMorgan Chase & Co and Citigroup this year. In prior presentations and interviews over recent months, executives have preached improving cooperation among trading desks, relieving clients from some fees and reducing a reliance on hedge funds as keys to boosting performance.

Schwartz said there are roughly 600 clients where Goldman Sachs isn't among the top three trading partners. That's "not only unacceptable, it's also a great opportunity," he said.

Among the areas Schwartz highlighted for the next three years was an estimated \$12bn in loan growth from the firm's Marcus platform, which will originate about \$2bn in loans by the end of 2017. He said the fixed-income environment remains "pretty challenging," with third-quarter activity much the same as during the first half of the year.

Pablo Salame, the firm's co-head of trading, has implored traders this year to look for ways to reward favourite customers with free add-ons, coining the slogan "Just Add Butter" in a nod to restaurant-industry practice. Too often, top clients are confronted with a tangle of fees from disparate desks that don't work together, or they're snubbed by a misguided trader who may think a transaction is too small, he told employees in April.

# Equifax's seismic breach tests Trump pledge to dismantle rules

**Bloomberg**  
Washington

The massive Equifax Inc data breach has triggered demands on Capitol Hill for stiffer rules and new requirements for what financial companies must do to fend off cyberattacks.

Yet tougher oversight would all but certainly require support from the Trump administration and buy-in from congressional Republicans - both of whom want to reduce financial regulation not stiffen it. Democrats so far have led the calls for more rules in the wake of Equifax's disclosure that 143m Americans' personal information was stolen.

Tighter constraints would pose a particularly difficult choice for GOP lawmakers because it would most likely mean further empowering the Consumer Financial Protection Bureau, a controversial agency created after the 2008 financial crisis that many Republicans have been trying to weaken or put out of business almost from its

first day of existence. No other federal regulator supervises Equifax or has officials inside the firm conducting on-site exams.

"Republicans by nature are loath to regulate," US Senator Dick Durbin, an Illinois Democrat, said in an interview. "But there comes a moment when a company has so much information and is not handling it in a professional way where I think we are duty-bound to step in on behalf of innocent citizens."

While President Donald J Trump has pledged to cut back government red tape, White House press secretary Sarah Huckabee Sanders said on Monday that the severity of the Equifax breach could mean more rules are needed. She said the administration will look at the situation "extensively," and that Trump's homeland security adviser Tom Bossert will lead efforts to respond to the hack. Equifax is among a handful of companies that control data such as credit histories that banks rely on to assess whether consumers should get loans. The Atlanta-based company said September 7 that the compromised information includes Social Security num-

bers, drivers licence records and birth dates. It faces multiple state and federal investigations, and at least one multibillion-dollar class action lawsuit.

Unlike banks, Equifax and competitors TransUnion and Experian Plc don't have multiple regulators constantly looking over their shoulders. The Federal Reserve and Office of the Comptroller of the Currency, for example, have teams of supervisors assigned to specific lenders. The officials have daily responsibilities for monitoring any transactions and weaknesses in computer systems that could threaten financial stability.

Before the CFPB begin policing the industry in 2012, it faced almost no federal oversight. The Federal Trade Commission has authority to sanction the companies for failing to protect consumers, but it doesn't engage in proactive monitoring. Durbin said the size of penalties that the FTC is allowed to impose aren't big enough to adequately punish a breach on the scale of Equifax's.

Much of the CFPB's scrutiny of Equifax and its rivals has been on trying

to ensure that credit reports are based on accurate data and that the firms are properly responding to consumer complaints. At least publicly, less of the agency's focus has been on cybersecurity. The CFPB is led by Director Richard Cordray, who was appointed by former President Barack Obama.

In January, the consumer bureau accused Equifax and TransUnion of misleading consumers about credit products they had sold them. Without admitting or denying the allegations, Equifax agreed to provide almost \$3.8m in restitution to affected consumers, while paying a \$2.5m fine. The CFPB has said it is investigating Equifax's data breach as well as the company's response.

The CFPB has authority to make sure financial companies maintain standards to keep customer information safe. The agency brought its first cybersecurity case last year, fining online payment company Dwolla Inc \$100,000 for allegedly deceiving companies about how secure its systems were. The settlement could provide a roadmap for how the agency deals with Equifax's

breach. Lawmakers have repeatedly tried to tighten restrictions for how companies report consumer breaches and to expand cybersecurity protections - with limited success. Banks have long lobbied Congress to limit their industry's financial losses following hacks on other companies.

When criminals get access to consumer data and use it to commit identity theft, it's banks and credit unions that often bear the brunt of financial losses. Lenders also face costs associated with managing the fallout of a breach, such as reissuing new credit cards and managing consumer complaints. The Equifax breach has reinvigorated calls for Congress to create national standards to ensure all companies are adequately protecting data.

"It's time for companies who lose consumer data or do not protect it to be held responsible," said Dan Berger, president of the National Association of Federally-Insured Credit Unions. "I think you're going to see Congress really take a closer look at this."

Democrats have used the Equifax breach to push a number of policy goals,

including their desire to impose new requirements on companies' tracking of consumer data and to remove barriers to customer lawsuits. On Monday, a group of lawmakers led by Brian Schatz, a Hawaii Democrat, reintroduced legislation that would make it easier for consumers to deal with identify theft and mistakes in their credit reports.

Multiple congressional committees have called for hearings and sought information from Equifax to try to get to the bottom of what happened. While Republicans have been less vocal than Democrats in demanding more rules, they have said they want to know went wrong and whether Equifax violated any laws.

"This event certainly is striking," US Representative Patrick McHenry, the North Carolina Republican who is vice chairman of the House Financial Services Committee, said in an interview. "These companies should be better, they should protect our data in much stronger forms and any failure to do that, we should have a broader discussion about how we improve this market."



HE al-Attiyah, HE al-Sada among other dignitaries at the Quarterly CEO Roundtable' hosted by The Abdullah Bin Hamad Al-Attiyah International Foundation for Energy and Sustainable Development in Doha yesterday.

# Al-Attiyah Foundation holds 'CEO Roundtable' on global climate action

The Abdullah Bin Hamad Al-Attiyah International Foundation for Energy and Sustainable Development hosted its 'Quarterly CEO Roundtable' at the Four Seasons Doha yesterday.

The backdrop for the 'CEO Roundtable' dialogue was the increasing top-down/bottom-up climate action being witnessed globally. The top-down action by governments has increased in speed and scale over the past five years, with many countries making serious commitments, collectively and individually. The

bottom-up actions by the private sector and other stakeholders are outpacing the international process, on many fronts.

HE Abdullah bin Hamad Al-Attiyah, chairman, The Abdullah Bin Hamad Al-Attiyah International Foundation for Energy and Sustainable Development, said, "As chairman of the leading think tank in the Middle East, I am delighted to host our 5th CEO Roundtable. Sharing our knowledge is a vital step in identifying new opportunities for Qatar and others. Collaboration and partner-

ship are always fruitful for all parties, and by the application of science, we can create better societies."

As an intimate group, the CEOs from Qatar's energy and business sectors came together to share their own views and company's response to the Paris Agreement and beyond. The conversations were private but the content will be published in a white paper made available to members on the foundation's website.

The foundation attracted world renowned guest speakers to the event including Dr Dirk Forrister, CEO

and President, International Emissions Trading Association (IETA), Dr Karsten Sach, member of the GCF Board, and David Hone, Chief Climate Change Advisor, Shell International.

HE the Minister of Energy and Industry, Dr Mohamed bin Saleh al-Sada was among the dignitaries present.

The group touched upon the local and global implications of the Paris Agreement, Qatar's ecological footprint and the major challenges faced by oil and gas companies as the world

moves towards a low carbon economy.

The Al-Attiyah Foundation examines energy and sustainable development related themes and uses its influence to help shape the global landscape. The foundation's chairman and founder al-Attiyah has been bestowed with many awards during his illustrious career, including his appointment as Qatar's Deputy Prime Minister, Minister of Energy and Industry and managing director of Qatar Petroleum. He is the driving force behind the foundation.

## Main QSE index to figure Al Meera, QFB, Mazaya Qatar from Oct 1

The Qatar Stock Exchange's (QSE) main barometer will figure Al Meera Consumer Goods Company, Qatar First Bank (QFB) and Mazaya Qatar from October 1, replacing Aamal Company and Qatar Insurance. In its semi-annual review of the indices, the bourse also announced that Qatar Islamic Insurance would join Al Rayan Islamic Index. Under the new index practices, a review is carried out twice a year to ensure that the selection and weighting of the constituents continues to reflect the purpose of the index.

The main 20-stock barometer Qatar Index will continue to have QNB, Industries Qatar (IQ), Masraf Al Rayan, Qatar Islamic Bank (QIB), Ooredoo, Qatar Electricity and Water, Barwa, Nakilat, Commercial Bank, QIB, Milaha, Qatari Investors Group (QIG), United Development Company (UDC), Doha Bank, Gulf International Services, Vodafone Qatar and Medicare Group (MCG).

Apart from Qatar Islamic Insurance, the other constituents of Al Rayan Islamic Index are Masraf Al Rayan, IQ, QIB, Barwa, Gulf Warehousing, UDC, Vodafone Qatar, QIG, MCG, Aamal Company, Al Meera, QIB, Qatar First Bank, Qatar National Cement, Qatar Industrial Manufacturing Company, Widam Food (formerly Mawashi) and Mazaya Qatar.

The bourse has seven sectors – banks and financial services (with 13 constituents), insurance (five), industrials (nine), real estate (four), telecom (two), transportation (three) and consumer goods and services (nine) in the All Share Index, which comprises listed stocks with annual share velocity greater than 1%.

Ahli Bank would be removed from All Share Index and Banks and Financial Services indices.

The QSE had revised its key benchmark methodology, stipulating that at least 80% of the trading days and a minimum of 5% annualised velocity during the final quarter of the 12-month review period.

The changes to the index methodology of QSE Index comes following a decision by the QSE Index Committee and the approval of the Qatar Financial Markets Authority. The decision by the index committee is designed to enhance the tradability of the index and ensure that consistent liquidity is a determinant of index inclusion.

## S&P affirms its 'BBB+' ratings on Doha Bank Assurance Co

Standard and Poor's (S&P), an international credit rating agency, has affirmed its 'BBB+' long-term insurer financial strength and counterparty credit ratings on Doha Bank Assurance Company (DBAC) and removed the ratings from "credit watch with negative implications". "We continue to view DBAC as a strategically important subsidiary of Doha Bank, given its contribution to the bank's product offering, as well as integration of management and some operational functions. Our ratings on DBAC therefore benefit from two notches of support above its stand-alone credit profile," S&P said.

As of June 30, 2017, DBAC's gross written premiums increased in line with its expectations by about 6% to QR47.1mn from QR44.3mn during the first six months of 2016, as the insurer grew its motor insurance portfolio. The company's net profit after tax reduced to about QR1.4mn from QR3.9mn at mid-year 2016. The reduction in net profit was mainly on a significant increase in motor insurance claims during the first six months of 2017.

"We therefore expect that, provided there is no further deterioration in operating performance, DBAC's net profit after tax for full-year 2017 will be broadly in line with its result at year-end 2016, when the company recorded a net profit after tax of QR3.1mn," the rating agency said.

Continuing to monitor the effect of the ongoing boycott of Qatar's economy on DBAC's operations, S&P said although Qatari equities have seen losses, DBAC has a limited investment allocation to this class so the effect on performance is "limited". Should the current political situation persist for an extended period, DBAC might be exposed to a general slowdown in both new business and collections of outstanding receivables, it said, adding in this scenario, "We would reassess our expectations for the company's growth and profitability."

Highlighting that DBAC's capital adequacy remains above its 'AAA' benchmark and its liquidity position is "exceptional", it said in the event of a general tightening of liquidity and a slowdown in premium collections, these qualities would help to insulate the insurance company and preserve its claims-paying ability. "We expect that DBAC's capital adequacy will remain at the 'AAA' level (based on our model), supporting what we regard as ambitious growth plans over the next two years. We also anticipate that DBAC will continue to expand its cooperation with its parent to strengthen its market position through profitable growth," S&P said.

## Qatar startups, manufacturing sector gain more govt support

By Peter Alagos  
Business Reporter

Three months into the Saudi-imposed economic blockade, Qatar startups and the manufacturing sector "are getting more support" from the government, which has laid out a number of self-sufficiency and sustainability-related projects, an official of a Qatari company said.

"As a nation we are aiming to become more self-sufficient; considering the amount of Qatar's wealth, this goal can be achieved through the wise leadership of His Highness the Emir Sheikh Tamim bin Hamad al-Thani. This will also enable the government to develop areas it had not focused on earlier.

"Today, several new startups are getting a major push from the Qatari government and companies are beginning to invest more in newer projects. So definitely the blockade has acted as a great stimulant for the development of local businesses in Qatar, said Anoop Krishnan, the COO of end-to-end IT solutions provider Cherry Computer.

Prior to the blockade, Krishnan said the market was rife with "freelancers" or unregistered companies that are operating in some Asian and GCC countries. However, increased focus on local com-



Krishnan: A major push.

panies since June 5 helped considerably trim down the presence of freelancers in the market, "some of which do not even have a physical presence in Qatar," Krishnan said.

"While there are still some freelancers operating in the market, the focus on local businesses since the blockade was a positive development for companies like us," Krishnan pointed out.

He also underpinned the role of Qatar's small and medium-sized enter-

prise (SME) sector in nation-building and economic development. "Two of the primary roles of the SME sector would be wealth creation and employment generation in the country," he said.

Krishnan said the development of Qatar's SME sector will create a spill-over effect on less-developed areas around the country when SMEs start setting up new businesses in less populated locations "to maintain cheaper operating costs."

"The growth of industries and business in these areas will lead to great infrastructural development like better roads, new schools, hospitals, shopping malls, and other public and private services that would otherwise have taken a different timeframe had there not been a blockade.

"Adding to this is the already developing Qatar Rail project, which is going to interconnect neighbouring communities. There will be a serious growth in GDP and per capita income, which is again one of the essential goals of economic development," Krishnan stressed.

The expected rise in the standard of living in Qatar and infrastructural development in areas like education, healthcare, and other public services "would be a direct result of the country's growing entrepreneurship culture," Krishnan said.

## Local retail investors turn buyers on QSE

By Santhosh V Perumal  
Business Reporter

Local retail investors yesterday turned net buyers on the Qatar Stock Exchange, which otherwise kept weakening to settle below 8,500 points.

An across-the-board selling led the 20-stock Qatar Index shrink 0.71% to a multi-year low of 8,471.6 points and market capitalisation erode 0.74% to QR460.71bn.

Islamic equities were seen declining faster than the main index in the bourse, whose year-to-date losses were at 18.83%.

Opening weak but to remain above 8,500 levels, the market saw strong selling pressure within the first 90 minutes, taking the index to a low of below 8,400 points, after which there was a sustained buying support in the remainder of the session but overall it settled 61 points lower.

**Local retail investors turned net buyers to the extent of QR18.33mn compared with net sellers of QR5.11mn on September 11**

Trade turnover and volumes were on the decline on the market, where telecom and banking sectors together accounted for about 77% of the total volumes.

The Total Return Index shed 0.71% to 14,206.37 points, Al Rayan Islamic Index by 0.82% to 3,389.5 points and All Share Index by 0.79% to 2,410.26 points.

The telecom index tanked 1.97%, transport (1.64%), realty (1.51%), industrials (1.2%), consumer goods (0.36%), insurance (0.31%) and banks and financial services (0.24%).

Major gainers included Qatar Islamic Bank, Doha Bank, Alijarah Holding, Nakilat, Mazaya Qatar and Medicare Group; while Aamal Company, Gulf International Services, Ooredoo, QIB, Qatar First Bank, Dila, Qatari German Company for Medical Devices, Milaha, Vodafone Qatar, Ezdan and Mazaya Qatar were among the losers.

Local retail investors turned net buyers to the extent of QR18.33mn compared with net sellers of QR5.11mn on Septem-

ber 11. Non-Qatari institutions' net profit booking weakened to QR18.64mn against QR20.24mn the previous day.

However, the GCC (Gulf Cooperation Council) retail investors were net sellers to the tune of QR6.09mn compared with net buyers of QR0.89mn on Monday.

Non-Qatari individual investors also turned net sellers to the extent of QR0.91mn against net buyers of QR2.31mn on September 11.

The GCC institutions' net profit booking increased perceptibly to QR4.81mn compared to QR0.51mn the previous day.

Domestic institutions' net buying weakened considerably to QR12.12mn against QR22.69mn on Monday.

Total trade volumes fell 18% to 9.05mn shares and value by 12% to QR205.74mn, while deals were up 4% to 3,229.

There was 77% plunge in the industrials sector's trade volume to 0.68mn equities, 42% in value to QR26.55mn and 7% in transactions to 615.

The real estate sector's trade volume plummeted 27% to 0.59mn stocks and value by 12% to QR10.78mn, whereas deals were up 1% to 375.

The banks and financial services sector saw 25% increase in trade volume to 2.52mn shares and 23% in value to QR95.09mn but on 2% jump in transactions to 1,159.

However, the insurance sector's trade volume almost quadrupled to 0.19mn equities and value also almost quadrupled to QR11.47mn on 39% increase in deals to 163.

The transport sector's trade volume more than doubled to 0.45mn stocks and value also more than doubled to QR13.77mn on 72% expansion in transactions to 369.

The telecom sector reported 28% surge in trade volume to 4.44mn shares and 10% in value to QR40.36mn but on 17% decline in deals to 354.

The consumer goods sector's trade volume soared 27% to 0.19mn equities, value by 23% to QR7.11mn and transactions by 7% to 194.

In the debt market, there was no trading of treasury bills and government bonds.

## Turkish Airlines profits in Africa, where others fear to fly

Reuters  
Nairobi

When Turkish Airlines opened a direct daily route to a war-ravaged African state, industry insiders were sceptical. Not anymore.

"Somalia is one of our most profitable destinations worldwide," Mustafa Ozkahrman, Kenya country manager for Turkish Airlines, told Reuters in an interview. "Because we are the only (international airline). The first and the only one."

The Istanbul-based carrier is replicating the move across Africa, expanding to destinations shunned by others. The move comes as political unrest at home last year pushed the airline into the red for the first time in 17 years.

In 2011, Turkish Airlines flew to 14 African cities. By the end of this year, it will operate 52 routes from Istanbul across Africa, after launching a route to Freetown, the capital of Sierra Leone. From January to June, just under a tenth of total passenger and cargo revenues came from Africa, according to results for the first half of 2017 that showed a net loss of \$434mn.

Turkish Airlines, which is 49% state-owned, is bullish on Africa, a continent of 1bn people. Ozkahrman denied the growing ties between Ankara and many African states drove the airline's strategy.

"A lot of people would think our flights to Somalia were not business-related," he said. "But we do the feasibility and we have to believe the route will be profitable, either now or imminently." He declined to give a specific breakdown on profits for African flights, but said routes like the daily flight on a wide-body jet from the Nigerian city of Lagos were critical to the airline's bottom line.

Despite challenges like poor security or electricity cuts at some airports, such flights feed passengers into Turkish Airline's hub, making routes like Istanbul to London profitable. "You have to have those destinations to make your hub busy and your profitable destinations more profitable," he said.

Last year the company posted a net loss for the first time since 2000, after a demand slump caused by political turmoil and militant attacks at home.

Ozkahrman said some of the shortfall was also due to new planes – 210 have been ordered, he said. Load factors – a measure of how full planes are – are over 70% on many African routes, just below the airline's global average of 80%, he added.

The wide network means that, unlike Ethiopian Airlines, Turkish does not partner with smaller African carriers notorious for poor service.

It opened a business class lounge in Nairobi's airport in July 2016, its second international lounge after Moscow.