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A nation of consumers must learn TO Save — RANA FOROOHAR, PAGE 17

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Bolsonaro battles a crisis on many fronts — BIG READ, PAGE 15



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Highlights from the FT's business book of the year awards - PAGE 12

Cross purposes

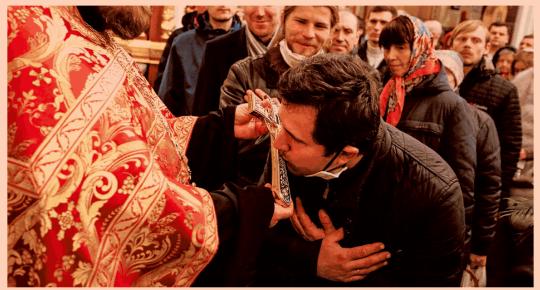
Putin says peak is not yet close

People in the separatist-held Ukrainian city of Donetsk queue to kiss the cross to mark Orthodox Easter yesterday.

The religious festival was expected to test coronavirus containment measures in a number of Orthodox Christian countries, including Ukraine, Greece and Russia, where new infection numbers rose by more than 6,000 yesterday. So far 361 people have died from the

President Vladimir Putin warned that Russia's outbreak was not yet close to peaking, despite the national lock-down enforced last month.

"This year, [Easter] is being celebrated amid forced restrictions," Mr Putin said in his traditional Easter address "The situation is under full control."



Private creditors resist G20 plea to give poorer nations debt relief

One-size-fits-all deal deemed unfeasible
 ▶ Payment freeze needs bondholder agreement

COLBY SMITH — NEW YORK ROBIN WIGGLESWORTH — OSLO

Investors have pushed back on pleas by the G20 group of nations to allow emerging economies to pause debt repayments, in an early sign of how difficult it will be to get private creditors to agree on coronavirus relief measures.

The G20 urged private creditors last week to participate in its plan to provide temporary debt relief to low-income countries until the end of the year.

Concern has been mounting over the debt sustainability of lower-income countries that borrowed heavily in the years after the 2008 global financial crisis and now lack the resources to deal with the twin health and economic cri-

ses caused by the pandemic. Zambia and Ecuador have already been forced to seek debt restructurings, and many more countries are expected to follow, given the scale of the financial shock caused by the outbreak.

But while investors have said that flexibility was warranted by the dire economic prognosis for many poorer nations, they cautioned that a uniform arrangement was unfeasible in practice. Mohamed El-Erian, chief economic adviser at Allianz, argued against a "top-

down" solution, advocating instead for a country-specific strategy.
"History suggests the best approach is an orderly and voluntary one," he said. "Orderly, so that you don't delay the

economic and financial recovery, and voluntary, so you get good buy-in." Marcelo Assalin, head of the emerging markets debt team at William Blair, said: "A one-size-fits-all solution is not appropriate.

G20 countries have agreed to freeze bilateral government loan repayments for 76 low-income countries until the end of the year, debt assistance worth more than \$20bn. The Institute of International Finance, an industry body, has urged private creditors to fol-low suit with "voluntary" standstills if requested by some of the poorest countries hardest hit by Covid-19.

Yet without some kind of legal mechanism to force creditors to agree to a standstill, getting enough on board to back a debt moratorium will be a challenge, investors warned.

In past debt restructurings, some bondholders have refused to accept changes to their payments and

launched legal action. That might be a thorny issue to resolve, even if a broad majority of investors reached an agree ment on the need for debt relief, according to fund managers and analysts.

One solution offered by financial and legal academics is for countries to funnel debt payments into credit facilities set up by the World Bank or a regional development bank, which the countries could then tap for essential spending.

This would constitute a de facto standstill but would not be a technical default, so long as creditors agree. Creditors would meanwhile benefit from the legal protection enjoyed by organisations like the World Bank, and once the crisis had passed a decision could then be made on whether a full debt restructuring was necessary.

- Michigan governor defends lockdown Gretchen Whitmer, the governor of Michigan, has defended her strict Covid-19 lockdown measures after Donald Trump called on his supporters to "liberate" the mid-western state.— PAGE 2
- US grocery workers fear frontline risks Sales in grocery stores across the US have surged since the virus outbreak, but staff are increasingly displaying symptoms as a result of a lack of proper protection and poor social distancing.— PAGE 3
- China reasserts authority in Hong Kong

Police arrested 14 prodemocracy activists and former legislators in Hong Kong at the weekend as Beijing swooped to reassert its authority after last year's



- Netflix profits from captive audience As millions of people are spending more time at home, the television streaming service Netflix is thriving. This week its market capitalisation surged past \$192bn.- PAGE 6
- ▶ Up to 59m jobs in Europe 'at risk' Up to 59m jobs in Europe are at risk because of the economic shutdown from coronavirus, according to a report that lays bare the threat of lasting damage to labour markets and economic growth. -- PAGE 3
- Singapore reports jump in new cases Singapore set a daily case record over the weekend as the city-state sought to contain the virus's spread among its 1m low-wage migrant workers.- PAGE 4
- ➤ Disney halts wages for 100,000 staff Walt Disney will stop paying more than 100,000 employees this week, nearly half of its workforce, as the company tries to cut \$500m of costs in its parks and hotels division. - PAGE 6

Datawatch

Covid-19's financial hit % of UK households facing the following due to pandemic

Reduced income Using savings Savings value impacted Struggling to pay bills Pension value affected Supporting loved one Benefit payment delays

a result of the a third are using living expenses,

Uber hails goods deliveries as best route to revenues

Uber is reviving plans to move into delivering goods as its seeks out nev sources of revenue to offset the sharp The company, which withdrew financial guidance for 2020 last week, will launch two new services - one to allow retailers to distribute goods direct to consumers, the other to help people send personal items. Uber briefly tried its hand at courier services before shifting its focus to food.

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Fresh outbreak in China's north-east threatens to stall coronavirus recovery

CHRISTIAN SHEPHERD — BEIJING

A cluster of new coronavirus cases in the northern Chinese city of Harbin has forced local authorities to impose fresh lockdown measures, threatening to hinder efforts to restart the economy.

China had been reporting close to zero new local infections since mid-March. boosting hopes that the country had emerged in Wuhan in December.

However, in the past week dozens of transmissions within the country have been confirmed, mainly in Heilongjiang province, which borders Russia.

China is in the process of reopening its economy after measures to halt the pandemic resulted in the country's first quarterly contraction in decades.

Huang Yanzhong, a senior fellow for

STOCK MARKETS

global health at the Council on Foreign Relations, said the new outbreak in Harbin illustrated the risk of a resurgence.

ing in a way that authorities don't expect," he said. "A second wave attack could be com-

As the pandemic has spread across the globe infecting millions of people, Beijing has faced accusations that it failed to raise the alarm quickly enough and lied over the true extent of the probcomplained of a lack of transparency.

Authorities in Wuhan last week revised up the official death toll in the city by 50 per cent.

As of yesterday, Heilongjiang had 61 active cases of Covid-19 from local transmission, the province said, including those without symptoms, 54 of which were in Harbin, the provincial

China's health commission said it was now dealing with 1,041 active cases, most of them imported.

Virus reports

Corporate hit

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► Lex,

A 22-year-old university student who returned to Harbin from the US has been identified by authorities as the source of more than 40 new infections.

The infections in Harbin set off a flurry of activity in the city, with long lines outside hospitals and some central areas being once again placed under online and local media reports.

On Saturday, 18 Harbin officials were given a political demerit, a black mark in Communist party personnel files, for failing to prevent the new outbreak.

Heilongjiang's hospitals have already

been stretched by hundreds of imported cases from Chinese citizens who entered the country from Siberia. Jamil Anderlini page 17

INTEREST RATES

World Markets

CURRENCIES

	Apr 17	Apr 10	%Week		Apr 17	Apr 10		Apr 17	Apr 10		price	yield	ch
S&P 500	2874.56	2789.82	3.04	\$ per €	1.089	1.094	£ per \$	0.800	0.802	US Gov 10 yr		0.61	-0.0
Nasdaq Composite	8650.14	8153.58	6.09	\$ per £	1.250	1.247	€ per £	1.148	1.140	UK Gov 10 yr		0.30	0.0
Dow Jones Ind	24242.49	23719.37	2.21	£ per €	0.871	0.877	¥ per €	117.084	118.689	Ger Gov 10 yr	104.79	-0.47	0.0
FTSEurofirst 300	1308.13	1300.54	0.58	¥ per \$	107.525	108.505	£ index	78.557	78.032	Jpn Gov 10 yr		0.01	0.0
Euro Stoxx 50	2888.30	2892.79	-0.16	¥ per £	134.450	135.290	SFr per f	1.208	1.204	US Gov 30 yr	136.35	1.20	-0.0
FTSE 100	5786.96	5842.66	-0.95	SFr per €	1.052	1.056				Ger Gov 2 yr	105.22	-0.71	-0.0
FTSE All-Share	3190.20	3233.24	-1.33	€ per \$	0.918	0.914							
CAC 40	4499.01	4506.85	-0.17										
Xetra Dax	10625.78	10564.74	0.58	COMMODITIES							price	prev	ch
Nikkei	19897.26	19345.77	2.85							Fed Funds Eff	0.65	1.58	-0.9
Hang Seng	24380.00	24300.33	0.33			Apr	17 .	Apr 10	%Week	US 3m Bills	0.14	0.14	0.0
MSCI World \$	1964.33			0il WTI \$		18.	.29	23.47	-22.07	Euro Libor 3m	-0.19	-0.22	0.0
MSCI EM \$	884.86			Oil Brent	\$	28.	.40	32.03	-11.33	UK 3m	0.67	0.67	0.0
MSCI ACWI \$	468.06			Gold \$		1729.	.50 1	680.65	2.91	Prices are latest for edition	Data pro	vided by Mo	ımingst

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CORONAVIRUS



Mnuchin signals accord with Congress over additional small business loans

US Treasury secretary Steven Mnuchin said the Trump administration was close to reaching a deal with Congress to provide another \$300bn in loans for small busi-

nesses that had been devastated by coronavirus. "I think we're very close to a deal," Mr Mnuchin told CNN. Nancy Pelosi, the Democratic Speaker of the House, also told ABC News that both sides had reached "common ground" and were "very close to an

India eyes China as it imposes curbs on 'opportunistic takeovers' during crisis

India has tightened its foreign investment rules to block "opportunistic takeovers" by its neighbours, acting on concerns that Chinese buyers could use the coronavirus

pandemic to snap up weakened Indian companies. The ministry of commerce said on Saturday that any entity based in or tied to a country "which shares [a] land border with India" would require government approval before investing in an Indian company. The move most significantly affects Chinese organisations.

Stars pay tribute to health workers



Lady Gaga, above, Beyoncé and The Rolling Stones were among stars performing in an eight-hour virtual concert paying tribute to health workers on the front line of the coronavirus pandemic this weekend. Proceeds from the 19 Solidarity Response Fund for the WHO.

Spain extends lockdown but plans to relax rules on allowing children out

Spain will prolong its five week-long coronavirus lock down until May 9 at least, and has warned that May will be just the beginning of a slow transition to life after quarantine. Pedro Sánchez, prime minister, said on Saturday he would ask parliament for a two-week extension of the state of alert.

But he added that his government planned a slight relaxation of the regime to allow children out of their homes before the end of this month.

Nigeria to repatriate citizens from south China after Africans branded as carriers

Nigeria plans to evacuate its citizens from southern China after Africans were targeted as "carriers" of coronavirus. In the city of Guangzhou, where a large portion of Africans in China live, many Nigerians were keen to leave, said Geoffrey Onyeama, Nigeria's foreign minister

African ambassadors have condemned "persistent harassment and humiliation of African nationals", after a video showed people of African descent being evicted from homes and hotels in Guangzhou.

Cases so far:

2,356,475

cases and 162,070 deaths by 5.38pm (BST) on April 19 Source: Johns Hopkins University, CSSE Read more at ft.com/coronavirus

Lockdown measures

Michigan governor hits back at Trump

Democrat defends policy after president's call to 'liberate' her state

DEMETRI SEVASTOPULO AND KADHIM SHUBBER — WASHINGTON

The governor of Michigan has defended her strict Covid-19 lockdown measures after Donald Trump called on his sup-porters to "liberate" the mid-western state in the latest iteration of clashes between the president and states over the reopening of the US economy.

Gretchen Whitmer, a potential vicepresidential running mate for Demoratic White House contender Joe Biden, said the restrictions were a response to Michigan being one of the most severely hit by the disease.

The only response [to Trump] is that Michigan right now has the third-highest death count in the country," Ms Whitmer told CNN. "My stay-home order is one of the nation's more conservative but . . . these efforts are making a difference and saving lives. We have got to continue doing it."

Ms Whitmer was speaking as protest-ers in pockets of the country have come out to oppose the lockdown orders imposed by governors to curb the spread of the virus. Mr Trump on Friday sparked outcry when he called on sup-porters to "liberate" three states that have Democratic governors: Michigan, Minnesota and Virginia.

Michigan has recorded a relatively high mortality rate: its death toll has exceeded 2,300, putting it third after New York and New Jersey, even though it is only the 10th-most populous US state. With 31,000 confirmed Covid-19 patients, Michigan has the sixth-highest number of the total of 735,000 cases across the country.

Conservative activists have stepped up protests — including against some Republican governors — arguing that the restrictions violate their civil rights. The demonstrations have echoes of the anti-establishment agitation that led to the rise of the Tea Party movement a decade ago, and have involved activists who customarily espouse more traditional rightwing causes, such the fight against gun-control measures.

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death count

third-

Denny Tubbs, 67, a local leader of Ohio Stands United, a gun-rights group, told the FT that he would attend a protest in the Ohio state capital of Columbus against closures ordered by Mike DeWine, a Republican governor. "I'm not saying it doesn't have to be dealt with [but] shutting down and crushing the economy is not the way to do it," said Mr Tubbs, a gunmaker by trade. "Our civil rights have been stomped on." Asked on Friday whether he was

fomenting civil unrest, Mr Trump said 'The only he believed some of the protests were response warranted given the "too tough" restrictions imposed by a handful of gover-nors. On Saturday, Mr Trump again [to Trump] refused to condemn the protesters, saying they were reacting to overly draco-Michigan nian measures from some governors.

"Some of the governors have gotten carried away," he said. "We have a lot of people that don't have to be told to do what they're doing. They've been really

doing everything we've asked them."

There were protests calling for an end to lockdown orders outside the Texas State Capitol building on Saturday.

On Friday, several hundred people gathered outside the residence of Tim Walz, Minnesota's Democratic governor, to protest with placards that had slogans such as "Facts not Fear". Footage of the event revealed most were not practising social distancing.

Fraud. Cyber criminals

Germany cracks down on aid scams

Labour minister pledges that all swindlers will be found and prosecuted

GUY CHAZAN — BERLIN

German authorities have cracked down on coronavirus-related fraud amid mounting evidence that scam artists, many of them based in eastern Europe, were hijacking the country's generous aid programme for businesses hit by the

Hubertus Heil, labour minister, said all would-be swindlers would be investigated and prosecuted. $% \label{eq:control_eq}$

"Most people will behave decently and the black sheep that are committing fraud, we will catch them, and we will punish them," he told German state broadcaster ARD TV this week.

On Thursday, Berlin police said a man identified as Ahmad A. was under investigation for "exploiting the corona crisis" to gain €18,000 in financial assistance from IBB, Berlin's development

The man, who police said has links to a militant Islamist movement in the capital, claimed to be running a business that was suffering due to the corona-related shutdown, when in fact he was living on benefits. Officers searched his flat and confiscated cash and electronic devices.

In the most spectacular instance of abuse so far, the government of North Rhine-Westphalia, Germany's most populous state, was forced to suspend its aid programme for a week after discovering that criminals were exploiting it to divert hundreds of thousands of euros into their own pockets.

The fraudsters had constructed more than 90 fake websites that trawled the data of companies applying for emergency funds, an activity known as "phishing". They then used the infor-mation to apply for funds that flowed from state coffers into their own

Authorities say they are investigating 104 such fake sites, some of which have been traced back to servers in Slovakia and the US. "We're talking about abso

Toxic debts



On patrol: police officers pass a fruit and vegetable market amid the coronavirus lockdown in Munich on

lute professionals with excellent IT expertise," said the region's interior minister. Herbert Reul.

He said criminals were boasting on the so-called dark web, a part of the internet that can only be accessed using specialised software, of having successfully phished 3,500-4000 data sets.

Isabel Skierka, a researcher in digital security at the ESMT Berlin business school, said the pandemic had provided lucrative new opportunities for cyber-criminals to prey on people's fear. "People are less cautious and more willing to download documents or open

links related to the virus and their per-sonal and financial situation in this crisis," she said. With more employees working from home criminals were also able to "get access to a company's internal network through employees' insecure home

Germany was one of the first countries to set up big aid programmes for

office set-ups," she added.

businesses affected by the coronavirus pandemic, which the IMF has predicted will cause the worst global economic slump since the Great Depression of the

Output has dropped sharply after companies across Germany suspended production in a lockdown that has temporarily closed thousands of businesses.

Over the past few weeks the German government has established a €600bn bailout fund for large companies, a state-backed scheme offering quick loans of up to €500,000 to small and medium enterprises, and a €50bn hardship fund that hands out cash to small businesses, the self-employed and free-

Officials stressed from the start that speed and simplicity in distributing the funds would be the priority. The economy ministry said it had approved 1.1m applications for its self-employed fund in the three weeks since it launched and granted a total of €9bn in aid.

Individual states such as North Rhine-Westphalia and Bavaria have also set up their own schemes. Hubert Aiwanger, Bavaria's economy minister, said last month that getting the funds out fast was the first priority.

"But when we have air to breathe in a few months' time, we will of course check to see whether there were any charlatans who cheated us [and] they will have to pay the money back," he told Bavarian Radio.

But Ms Skierka pointed out that in many cases the aid programmes had no way of verifying applicants' identities. Germany has "struggled with the digiti-sation of government services . . . for years, and in times of crises like these, such delays really take their toll," she

German police have also warned the public to beware of fake emails purporting to come from the World Health Organization or other organisations with ransomware attachments.

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The plan to deal with debts left over from the 2008 financial crisis is being pushed by senior ECB officials, who worry the coronavirus pandemic will trigger another surge in non-performbanks' lending capacity at a critical

opean Central Bank officials have

held high-level talks with counterparts in Brussels about creating a eurozone

bad bank to remove billions of euros in

toxic debts from lenders' balance

But the idea faces stiff opposition within the European Commission, where officials are reluctant to waive EU rules requiring state aid for banks to be provided only after a resolution process imposes losses on their shareholders and bondholders.

"The lesson from the crisis is that only with a bad bank can you quickly get rid of the NPLs," Yannis Stournaras, governor of the Bank of Greece and member of the ECB governing council, told the Financial Times. "It could be a Euro-

pean one or a national one. But it needs to happen quickly." Greek banks have by far the highest

ECB pushes for eurozone bad bank to clean up soured loans

level of soured loans on their balance sheets of any eurozone country, making up 35 per cent of their total loan books, a legacy of the 2010-15 debt crisis that pushed the country to the brink of exiting the eurozone.

They have cut their bad loans by about 40 per cent in four years, under heavy pressure from the ECB.

But plans by Greece's big four lenders to sell more than €32bn of NPLs almost half the total in the country — are likely to be disrupted by the coronavirus

Mr Stournaras said the best way to quickly fix their balance sheets was via a bad bank.

ECB officials have also held talks with the commission's department for financial stability and capital markets.

Senior EU officials have pushed back on the idea, arguing that there are better ways to tackle toxic loans but declined to give further details.

The high-level talks were in their infancy and had been premature, said people with direct knowledge of them.

"We put a stop to them from the EU side," said a person briefed on the discussions. "Nothing is moving."

However, people following the discussions inside the commission did not rule out their resuming at a later stage of the Andrea Enria, chair of the ECB's

supervisory board, proposed the idea of an EU bad bank in early 2017 when he

€32_{bn} Level of soured Value of NPLs debt on the total Greek banks planned to sell

was still head of the European Banking Authority.

His idea was blocked by Brussels officials citing state aid rules but he is trying to get the plan off the ground again, said people briefed on the matter. The ECB declined to comment.

zone banks almost halved in four years to €506bn, or 3.2 per cent of their loan books, by the end of last year.

But Greek, Cypriot, Portuguese and

Italian banks still have NPL ratios above

In March, the commission adopted a temporary relaxation of state aid rules and has since waved through billions of euros in emergency government relief measures. Brussels is also finalising plans

alongside member states to allow countries to inject equity directly into struggling businesses, though in return they will be restricted from paying dividends or bonuses while in receipt of state aid.

Proponents of the bad bank idea hope to make it acceptable under state aid rules by proposing that the toxic loans would have to be sold into the market after a fixed time period with the power to recoup any losses from the lenders

Spain, Ireland and Germany all set up state-backed bad banks after the 2008 financial crisis to deal with sudden increases in toxic bank debt.

But since then, the EU has introduced the bank recovery and resolution directive, which restricts governments from setting up bad banks except as part of an official resolution process.

Monday 20 April 2020 ★ FINANCIAL TIMES

CORONAVIRUS

US grocery workers fear growing risks of exposure

Staff complain of lack of proper protection and poor social distancing in busy stores

COURTNEY WEAVER AND ALISTAIR GRAY

Pam Hill took leave from her job as a cashier for the Albertsons grocery store chain in Los Angeles after two of her coworkers tested positive for coronavirus. Now, after experiencing her own

Now, after experiencing her own symptoms of the virus, she is awaiting results that will determine whether she can return to work. "I have to go back," she said. "There's no safety net here."

Grocery stores and essential retailers are among the few businesses to escape the downturn. US grocery store sales surged more than 25 per cent between February and March, according to the US commerce department, while food retailers such as Kroger and Ahold Delhaize each reported a 30 per cent or higher year-on-year rise last month.

higher year-on-year rise last month.

But while the stores are thriving, the same cannot be said for many of their workers. At least 15 grocery workers represented by the United Food and Commercial Workers International Union, which covers about 900,000 grocery workers and 250,000 meatpacking and food-processing employees, have died from Covid-19. More than 2,200 have missed work because they have tested positive, been in self-quarantine, or been taken to hospital.

"The fact is there is only one way you can reduce the risks for customers and workers: wear masks," said Marc Perrone, president of the union. Yet no big retailer had mandated their usage across all stores, he added.

cross all stores, he added. The UFCW has been campaigning to classify food retail employees as essential workers, giving them access to extra masks and rapid testing for the virus. Some companies have joined the campaign. Albertsons took out a fullpage ad in the New York Times in conjunction with the union.

"Albertsons Companies is doing everything we can to prioritise the health and safety of our associates, customers, and communities, and to ensure our customers have access to the food, medications, and other essential goods they need at this critical time," the company

"Did [workers] sign up for this kind of thing? No," said Mr Perrone. "We just shouldn't treat them as if they're disposable, that they don't deserve the testing and equipment that's necessary to protect them. That's just wrong."

tect them. That's just wrong."

Most retailers have passed some of their increased revenue to workers, raising hourly wages by \$2-\$3 during the crisis. They have also offered one-off crisis bonuses to compensate employees for their extra hours and tried to get pay cheques out faster.

They have taken steps to improve employee and customer safety too. Managers have been installing protective shields at checkouts, fitting stores with hand sanitisers and disinfectant wipes and introducing temperature checks for workers. Target cleans its customer touchscreens at least every 30 minutes.

Stores across the country are restricting customer numbers: Aldi is limiting



Protected: a shop worker in Dallas, Texas, wears anti-virus gear while stocking shelves

stores to about five shoppers per 1,000 square feet while Kroger is monitoring s, the traffic using infrared technology. But some workers and the unions who

But some workers and the unions who represent them say the measures have been insufficient and came too late. Critics complain that no big retail chain has mandated that all customers and workers wear masks inside their stores, instead adhering to individual city and state guidelines. Many retailers did not temporarily close locations for sanitisation after confirmed coronavirus cases.

Mr Perrone said stores had experienced a surge in sales due to panic buying. But this has been accompanied by soaring anxiety levels among employees. In a recent survey of union members, 97 per cent said they were concerned about catching the virus, he said.

John Grant, president of UFCW Local 770, said that too many store managers were preoccupied with sales and there were still too many customers in stores, 'We just shouldn't treat workers as if they're

disposable'

especially in poorer communities. In the Bronx, Jessica, a former

In the Bronx, Jessica, a former employee of Target who asked to be referred to by a pseudonym, said she had struggled for weeks about whether to continue going to work as conditions at the store steadily worsened over the winter and spring. One Tuesday, her manager called to say a vendor she had been interacting with had fallen ill. Jessica told her boss she was not coming back. Multiple employees at the store later tested positive.

In a statement, Target said it had been following guidance from the Centers for Disease Control and Prevention as the outbreak developed.

Jessica said Target had been doing the kind of business it would typically do around Christmas or Black Friday, and had been compensating employees. But she said: "I feel like the money doesn't even matter. I feel like I'm more upset about them not closing the store and completely sanitising it."

Labour markets

Warning of threat to 59m European jobs

BEN HALL — EUROPE EDITOR

Up to 59m jobs in Europe are at risk because of the economic shutdown from coronavirus, according to a report that lays bare the potential threat of lasting damage to European labour markets and economic growth.

Analysts at McKinsey, the consultancy, estimate that more than a quarter of all private sector employment in the EU and UK could be affected. They define workers at risk as those who suffer cuts in hours or pay, temporary furloughs or permanent lay-offs.

In McKinsey's pessimistic scenario — in which social-distancing restrictions are maintained through the summer to contain the spread of the virus — EU unemployment could double to 11.2 per cent by next year and would be unlikely to return to pre-crisis levels until 2024.

European governments are hoping short-term subsidised work schemes modelled on Germany's Kurzarbeit system will help shield them from the mass lay-offs under way in the US. But the conditions and take-up rates vary widely between countries, and the longer the shutdown lasts the greater the risk of redundancies.

The IMF forecast a contraction of 7.5 per cent in the eurozone this year with unemployment hitting 10.4 per cent, up from 7.6 per cent. Some economists fear a double-digit slump in the bloc's southern economies.

While Europe may not be shedding jobs on the scale of the US, it is likely to take longer to rehire workers. It took Europe's labour market as a whole 10 years to recover from the financial crisis of 2008-09, although Germany and some other northern economies bounced back far sooner.

"The challenge is that politicians don't have the data or experience of dealing with a crisis like this," said Sebastian Stern, a senior partner at McKinsey. "If we open up retail, what's the impact on the [viral] transmission rate? Nobody knows."



March 21— April 25 6 Albemarle Street London W1S 4BY marlboroughgallery.com



CORONAVIRUS

'It is part of

the whole

Singapore

economic

where we

overlook 1m

people on our island'

model

tend to

Foreign workforce

Singapore reports spike in infections

Disease spreads quickly among migrants living in cramped dormitories

STEFANIA PALMA — SINGAPORE KATHRIN HILLE — TAIPEI

Singapore set a daily case record over weekend as the city state once lauded for its handling of the outbreak struggled to contain the virus's spread

among its 1m low-wage migrants.
The new overall infections, peaking at 942 on Saturday and dropping to 596 yesterday, took the total number of cases to 6,588. More than 90 per cent of cases reported over the weekend were among migrant workers living in cramped dormitories, which represent Singapore's largest coronavirus cluster.

The sharp rise in cases - infections

have jumped 160 per cent in the past week, - has forced Singapore to change tack after its successful deployment of an aggressive testing regime, self-isola-tion of infected individuals and contact tracing. A wave of locally transmitted infections has forced authorities to put the island under a near total lockdown.

Migrant workers, mostly from coun-China, account for almost three-quarters of the country's cases, as authorities increase testing in dormitories.
Critics said Singapore did not do

enough to prevent the outbreak after a handful of foreign workers tested positive as early as February. About 300,000 labourers live in dormitories, where there can be up to 20 people sleeping on bunk beds in a single room.

Josephine Teo, manpower minister, said when transmissions started earlier

this month that, while there was always a risk of contagion in the dormitories, it was "no different from what it is from our own homes". Officials also said they took preventive steps before the outbreak including closing dormitories' communal spaces and staggering meal times and recreation hours.

"It is part of the whole Singapore economic model where we tend to overlook 1m people on our island," said Alex Au, vice-president at Transient Workers Count Too, a non-governmental organi-

But Rachel Chhoa-Howard, Singapore researcher at Amnesty International the human rights group, said over crowding in dormitories made living conditions far riskier than in house holds, especially during a pandemic. "This may not have been taken into account early enough and it may

have led to a rise in infections we're see ing now," she said.

Gan Kim Yong, Singapore's health minister, admitted last week that the foreign worker dormitories had become "an important front" in the fight against

Authorities have isolated 16 dormitories, in which people are not allowed to leave their rooms for two weeks. They also deployed teams helping larger dor-mitories with meal delivery and medi-

cal support.
About 7,000 healthy migrants working in sectors that are still operating, including "essential" aspects of construction, marine engineering and manufacturing, have been moved out of their dormitories. But the vast majority of workers remain in these structures. with some reporting cramped and unsanitary conditions.

Don Weinland

GLOBAL INSIGHT

Contraction is China's chance to ask whether it needs a growth target

eeting national growth targets has been a source of pride for Chinese policymakers. Abroad, it has fuelled doubts over the true performance of the world's second-largest economy. Now, after data published on Friday showed the lowest gross domestic product growth in decades and ended an era of uninterrupted expansion, Beijing has an opportunity to revisit the policy.

China's GDP in the first three months of the year plummeted by 6.8 per cent year on year, according to the National Bureau of Statistics, marking a historic contraction. The country has reported such quarterly data since 1992, but the last time it officially acknowledged a year-onyear decline in economic output was during the Cultural Revolution in the 1970s. This time, it is the shock of the coronavirus outbreak that has done the damage

It has been clear for months that China and the ruling Communist party faced some of their biggest challenges in a generation after undergoing mass quarantines to combat the Covid-19 pandemic that emerged out of Wuhan.

The outbreak led to the postponement of the annual session of China's rubber-stamp parliament that is usually short of China's tubber-stamp parnament that is usually held in early March. The event is used to deliver the year's GDP target, one of the most closely watched indicators for the health of the Chinese economy. With the National Peo-ple's Congress now delayed until later in the year, China has yet to publish an official goal.

Ma Jun, a policy adviser to the People's Bank of China, argued earlier this year that the national growth targets should be ditched. Setting such a goal as the country re-opens after months of lockdown would lead to a flood of stimulus money that could paralyse the banking sector with bad debt, he said.

Wang Tao, head of Asia economics at UBS in Hong Kong, said leaders can improve social stability by playing down the importance of the GDP target and focusing on supporting low-income households and keeping

'It is better to focus on normalising activities while keeping the virus under control'

unemployment low.

"Indeed, I think the government can either abolish the GDP growth target this year or de-emphasise a specific numerical one," Ms Wang said. "For the rest of this year, it is better for the government to focus on normalising activities while keeping the virus under control."

The growth target has rarely been used by serious econo-

mists as an accurate reading of the country's growth rate. It is a signal from policymakers of how many resources they are willing to expend to boost the economy — and the level of reform they will withstand. Lower or flexible targets are

often read as a sign of confidence.

The policy has led provincial officials to generate production regardless of the real level of demand, causing the oversupply that has burdened the economy for a decade.

Some argue, however, that the target is built into the system and is difficult to scrap. China's economy is often described as a form of state capitalism that still requires a high degree of planning, said Larry Hu, head of greater China economics at Macquarie. Without a target, therefore, some parts of the system will not function properly.

"There are two options for the new growth target." Mr Hu wrote in a note to investors. "One is to lower it to, say, around 3 per cent. The other is to set a wider range, say 2-4 per cent. They are still waiting now, as they don't want to set a target which is too high or too low."

Abandoning the policy will not be easy politically for Xi Jinping, China's president. Years before he took China's top leadership position, a goal was set to double GDP between 2010 and 2020 — just in time for the Communist party's 100th anniversary. Missing that longer-term target would e potentially embarrassing for a president who has said the party must be a "leader of all". Eventually, whether or not the target exists at all this year will be a better indicator of China's economic confidence than the goal's actual level.

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Latin America. Segregation

Nations take radical gender distancing steps

Panama, Peru and Colombia experiment with separating men and women daily

GIDEON LONG — BOGOTA

In their fight against coronavirus, a handful of places in Latin America have taken a radical step to encourage social distancing: they are separating men

Panama. Peru and the Colombian capital, Bogotá, have all experimented with letting men and women out on different days to buy essential goods like food and medicine. The aim is to limit the number of people on the streets at any one time during the coronavirus lockdown.

Panama, with the highest per capita number of Covid-19 cases in Latin America, was the first to introduce the measure. Women are allowed out on Mondays, Wednesdays and Fridays and men on Tuesdays, Thursdays and Saturdays. Everyone has to stay at home on

The government says the measure is working. "Without doubt, the separa tion of men and women has reduced by 50 per cent the number of people mov-ing around the country," vice-president José Gabriel Carrizo said.

Peru implemented the same policy days later but with very different results, so much so that it abandoned it after a week. The Peruvians found women went to shop for food on their allotted days, causing long queues at supermarkets and a lack of social distancing, while the streets were much emptier on "men's days".

Farid Matuk, one of the architects of the scheme, said it had fallen victim to Latin American machismo.

"In the patriarchal world in which we live, certain roles are assigned to women and unfortunately this is not the moment to challenge them," he reflected, saying it might have been better to give four days to women and two

Undeterred by Peru's volte face, Bogotá began segregating by gender this week and so far mayor Claudia López says it is working, although she



Females only: women queue according to social distancing rules in central Bogotá last week

chastised the city's men for being laxer than the women.

The scheme has its critics, though Some women complain that if they have to go out on "men's days" — for example, if they work in the health system and are exempt from the restriction - they find themselves outnumbered and uncomfortable. "Under this scheme the little macho-men feel more confident about intimidating us," one Colombian journalist tweeted after saying she had twice been verbally harassed in minutes.

Bogotá's authorities considered trans gender people when introducing the measure – they said anyone who identi-fied as a man could go out on "men's days", and vice versa – but LGBT groups have criticised the policy, saying it gives the police carte blanche to abuse the

In a letter to the mayor, they urged her to scrap the plan and follow the example of other Colombian cities by restricting people's movements on the basis of ID numbers rather than gender

Ms López's supporters say that would involve police checks of ID cards, increasing the risk of hand-to-hand contagion. Some Colombians have argued that given the scale of the coronavirus pandemic, minority rights have to take

The debate has an extra significance because Ms López is Bogotá's first female mayor and the first openly gay mayor in Latin America. She has a long

history of campaigning for LGBT rights. Although some have complained that the measure is draconian, there are so many exceptions to it that its impact is diluted and, on any given day, there are both men and women on Bogotá's

Health workers, police officers, soldiers, security guards, journalists, supermarket cashiers, delivery work ers, bank clerks, bus drivers, farmers and diplomats have a free pass to work

on any day, regardless of gender. On the whole, most Bogotanos s to support the measure, even if they question its effectiveness.

"I'm in favour," one shopper, Matilda Martín, said on Thursday as she queued outside a supermarket with a line of other women and a few rather sheepish looking men.

'We have to use every tool available to fight this thing. But this is Colombia, not Switzerland; a lot of people will simply ignore the rules and go out when they

Crackdown

Hong Kong police arrest pro-democracy supporters

NICOLLE LIU — HONG KONG

Police arrested 14 pro-democracy activists and former legislators in Hong Kong as Beijing swooped to reassert its authority after last year's protests.

Martin Lee, an 81-year-old democratic Hong Kong politician who helped write the city's Basic Law and Jimmy Lai, 71, the founder of anti-Beijing newspaper Apple Daily were among those arrested. Both have been accused of being part of a "gang of four" targeting China.

The arrests on Saturday were made following allegations the activists were involved in organising unlawful assemblies and come as the city is distracted by coronavirus, which ended months of anti-government protests.

Sing Ming, a political scientist at the University, of Science and Technology of Hong Kong said coronavirus could mean a weaker backlash against the arrests with the public preoccupied by concerns about job security and per-

Beijing was also hoping to undermine

the political resources of prodemocratic politicians ahead of the legislative council election scheduled for later in the year, Professor Shing said.

More than 7,000 people have been arrested for their involvement in the protests since June, many are charged with rioting which carries a maximum sentence of 10 years in jail.

Former lawmakers Margaret Ng, Albert Ho, Lee Cheuk-yan, Leung Kwokhung, Au Nok-hin, Yeung Sum, Sin Chung-kai, Ho Sau-lan and activists Raphael Wong, Richard Tsoi, Figo Chan and Avery Ng were also arrested by the police on Saturday.

The Basic Law, the semi-autonomous region's mini-constitution, states that departments directly under the central government should not interfere in local affairs. Opposition politicians have accused Beijing's top office in Hong Kong of infringing on this frame

Hong Kong police superintendent Lam Wing-ho would not rule out further Internal migration

Chaotic response to annual exodus blights Indonesia's battle

Semi had a difficult choice to make stay put and make money in Tangerang Selatan, a satellite city of Jakarta, or return home before the government banned mudik, the exodus of Indonesian migrants to their hometowns at the end of Ramadan.

Ignoring the fear that she might catch Covid-19, the 40-year-old domestic helper braved the 12-hour bus trip back to her husband and three children in Kebumen, in central Java province. "If l didn't return home, then what would have happened to my Lebaran?" said Semi, who goes by just one name, referring to the holiday celebrating the breaking of the fast. "My family was worried I would be trapped in Jakarta."

Semi's dilemma is symptomatic of Indonesia's chaotic response to the coronavirus outbreak. At the end of May, up to 20m people are expected to travel across the largest Muslim-majority nation to celebrate the end of Ramadan but the government has yet to unveil a clear policy on the exodus.

Many migrants, who feared getting

trapped or have lost their jobs because of the pandemic, have already travelled home. Their departures from Jakarta. which accounts for about half of Indone sia's 5,136 cases, have raised the risk of spreading the disease to remote areas where healthcare systems are weak.

Analysts warn contagion in a country with a population of 270m — which claimed to have no coronavirus cases for weeks and reported its first infection only last month - could lead to a humanitarian disaster. With 469 deaths. Indonesia has one of the highest



Police hand out masks and sanitisers to locals on the outskirts of Jakarta

regime the country has developed is fragmented, bureaucratic and full of holes, ignoring the advice of most medical experts that containment requires strict and coherent measures," said Marcus Mietzner, associate professor at the Australian National University.

mortality rates. "The social distancing

Since reporting its first cases in early March, Indonesia has suspended all foreign arrivals, while in Jakarta social gatherings of more than five people have been prohibited, and schools and most workplaces shut for two weeks

But Joko Widodo, Indonesia's president, has refused to impose a national lockdown, saying it was incompatible with the population's culture. Rather than banning mudik, Mr Widodo has urged migrant workers not to leave.

His communication strategy "has been one of the worst of any leader in the democratic world", said Mr Mietzner. "In essence, his eclectic strategy may add up to the herd immunity approach, but he has not explained this at all in his press conferences."

A shortage of intensive care units and ventilators has also raised fears about

Indonesia's ability to deal with the Yurdhina Meilissa, chief strategist at

the Centre for Indonesia's Strategic Development Initiatives, said insufficient investment had left the healthcare sector unprepared. "Without a significant change in the public healthcare strategy, we will lose [the battle against coronavirus]," she said.

Indonesia has conducted just 36,431 tests, which suggests contagion could be worse than official numbers reveal.

Kebumen, Semi's hometown of 1.3m people has only two ventilators and two intensive care unit beds, according to the town's health department. Getting results for swab tests takes days.

Meanwhile, the outbreak has already claimed Aldi Setiyadi's job as a sales assistant in a Jakarta shopping centre.

"My employer just announced it in our WhatsApp group," said Mr Aldi, 21, who was forced to return home to Lampung province on the island of Sumatra. Migrant returnees have been accused

of spreading the virus but Mr Aldi said he had no choice but to leave Jakarta.

"If we don't have a job, how can we feed ourselves?" he asked.



McKinsey & Company

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The FT and McKinsey & Company are delighted to announce that the 16th annual Business Book of the Year Award is now open for submissions.

This important Award is now well established as the pre-eminent business book prize regularly attracting over 400 entries annually. The deadline for entries is June 30, 2020.

The £30,000 Award will go to the author who is judged to have provided 'the most compelling and enjoyable insight into modern business issues'. Each of the other shortlisted authors will receive a £10,000 Award.

For further information on the Award, the judges, previous winners and how to enter, visit:

www.ft.com/bookaward



Companies&Markets

Uber to revive goods delivery service in hunt for revenues

- Move follows online groceries drive
- Two initiatives to begin this week

TIM BRADSHAW — LONDON DAVE LEE — SAN FRANCISCO

Uber is reviving an attempt to offer deliveries of goods as well as people and food, as it searches for new sources of revenue during the coronavirus crisis.

Its latest effort to deliver items ranging from medical supplies to pet food via two new services, Direct and Connect, follows a recently accelerated push into online groceries.

The San Francisco-based company withdrewits financial guidance for 2020 last week, citing the "evolving nature" of

Covid-19 and resulting "uncertainty".

Dara Khosrowshahi, Uber's chief executive, said it was "leaning in to

'We've been looking for new earning opportunities for drivers'

Dara Khosrowshahi, Uber CEO

delivery at Uber speed". However, after abandoning a similar concept two years ago, the company has cautioned that its new logistics services may not outlast the current lockdown if the car-booking service cannot run the operations

This week, Uber will begin testing the two initiatives, which it hopes will better utilise drivers and couriers who have been left idle because of the drop in demand for booking cars and ordering food in many markets.

Uber Direct will open its on-demand booking platform to retailers and other businesses that want to arrange speedy delivery to customers or suppliers. Initial partners during the pilot include Cabinet, a New York-based provider of over-the-counter medicine; Petbarn, an Australian pet food supplier; and Portu-

deliver medication in South Africa through a tie-up with the Bill & Melinda Gates Foundation and the local health

Uber's second pilot, Connect, will offer the in-app option to use its drivers to send personal items across town, allowing people to share their stock-piled toilet roll with needy friends or ship a laptop to a colleague. The service, which will be "contactless" so as to ensure safety, is on trial in 25 cities across the US, Australia and Mexico.

"Throughout this crisis, we've been looking for new ways our platform can help move essential goods for busi-nesses and consumers, while providing new earning opportunities for drivers," said Mr Khosrowshahi. "Our primary focus is the immediate: quickly adapting our technology to meet the evolving needs of communities and companies."

Other app-based transport services have made similar attempts to diversify during the pandemic. China-based Didi launched a grocery delivery service in 21 cities last month, while food ordering app Meituan is offering "instashopping" that ships new Huawei phones to customers in 30 minutes.

Uber last attempted to create such a courier service back in 2015, when it was still led by Travis Kalanick, who was later ousted from his position as chief executive. "If we can get you a car in five minutes, we can get you anything in five minutes," Mr Kalanick told Vanity Fair in 2014. UberRush launched in New York, Chicago and San Francisco, but was shortlived and closed in mid-2018.

One trend did emerge: a popularity among restaurants who had wanted to offer delivery but were reluctant to take on extra employees. Eventually, Uber diverted its resources into Uber Eats.

Lessons from history Coronavirus creates most economic uncertainty in decades



Macroeconomic uncertainty is the highest

Dispersion in GDP quarterly growth forecasts (gap between 25th and 75th percentile, % points)

Government spending as a % of GDP Second world war 1,30 10 war 1901 16 31 1970 75 80 85 90 95 2000 05 10 15 20

ROBIN WIGGLESWORTH - OSLO

The global economic outlook is the murkiest in modern history, with uncertainty over the coronavirus outbreak's ultimate impact causing wild divergences between forecasts.

The dispersion in macroeconomic estimates is the greatest since at least the 1960s, according to Bank of

The IMF last week forecast that the global economy would swing from a 2.9 per cent growth rate in 2019 to a con-traction of 3 per cent this year. That is down from a forecast in late January for a 3.3 per cent expansion of global economic output, and would constitute the most severe recession since the Great Depression of the 1930s.

The IMF warned that the crisis, would also leave more lingering economic scars than many analysts expect. "There remains considerable uncertainty around the forecast, the pandemic itself, its macroeconomic allout and the associated stresses in financial and commodity markets,"

However, governments and central banks have gone to extraordinary lengths to reduce the economic dam

age. US lawmakers have passed a \$2tn stimulus package, which has led to the fastest and biggest lift in peace-time US public spending relative to gross domestic product, according to

"The key lesson from 1929 and 2008 is that big, fast policy action is essential to avoid [a] depression," the bank said in a report. "'Targeted' measures stink of miserly austerity; participal indictional actions of the said of the sa only indiscriminate, abundant largesse can 'flatten the curve' of personal and corporate bankruptcies." The US, the analysts said, had "learnt

Disney halts wages for almost half its workforce

ANNA NICOLAOU — NEW YORK ALEX BARKER - LONDON

Walt Disney will stop paying more than 100,000 employees this week, nearly half of its workforce, as the world's big-gest entertainment company tries to weather the coronavirus lockdown.

Suspending pay for thousands of socalled cast members will save Disney up to \$500m a month across its theme parks and hotels, which have been shut in Europe and the US for almost five

But slashing fixed costs in a more severe way than other theme park own-ers, such as NBCUniversal, has raised reputational risks for the century-old empire behind Mickey Mouse.

The decision leaves Disney staff reliant on state benefits — public support that could run to hundreds of millions of dollars — even as the company protects executive bonus schemes and a \$1.5bn

dividend payment due in July.

By contrast, some big multinationals, including L'Oréal and Total in France, have vowed to forgo state aid in a show of solidarity with taxpayers.

Disney has in the past month raised debt and signed new credit facilities, leaving it with about \$20bn in fresh cash to draw upon for a downturn.

It made nearly \$7bn in operating income from its parks, experiences and products business last year, making up nearly half of all operating profits. Dis-ney shares have fallen by a quarter since the outbreak of the virus.
"With labour accounting for approxi-

mately 45 per cent of operating expenses and 33 per cent of total expenses, we assume notable savings," said JPMorgan's Alexia Quadrani, who estimates the furloughs, alongside other cost cuts, will save Disney about \$500m

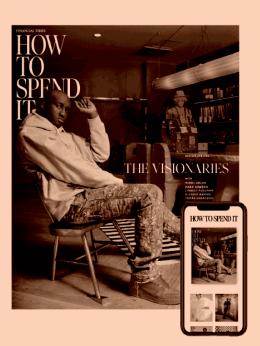
Disney will provide full healthcare benefits for staff placed on unpaid leave. From April 19 onwards, it urged employees to apply for the extra \$600 a week of federal support available.

Bob Iger, Disney's executive chairment with the work of the extra stage.

man, gave up the remainder of his \$3m salary for this year, while Bob Chapek, who recently replaced Mr Iger as chief who recently replaced Mr ager as charge resecutive, will forgo half his \$2.5m base salary. Disney protected incentive schemes, which account for most of the executives' pay. Mr Iger earned \$65.6m in 2018 and \$47m last year.

Additional reporting by Domitille Alain in Paris.

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Media. Screen time

Fiscal support has been the largest

and fastest in peacetime

Netflix enjoys roaring success during lockdown

Streaming service reaches new highs ahead of earnings as

investors ignore 'junk' rating

ANNA NICOLAOU AND ERIC PLATT NEW YORK

Residents of New York, Los Angeles and Chicago woke up on March 20 to life under lockdown, as the coronavirus crisis meant millions of Americans were ordered to stay home.

That same morning, Netflix added seven new programmes to its platform among them a docu-series about the lurid life of a zoo operator named Joe Exotic. In the next 10 days, Tiger King went on to become a smash hit, with more than 34m Americans tuning in, according to Nielsen.

In results tomorrow Netflix will kick off earnings season for media companies, giving investors the first look at how the global pandemic has affected the entertainment business.

For the past year, investors and Wall Street analysts had grown increasingly worried about Netflix's negative cash flow, slowing US subscriber growth and lavish spending on content.

Meanwhile, Disney soared, as chief executive Bob Iger pushed into Netflix's territory with the launch of its own streaming service, called Disney+. Over the course of 2019, Disney's stock price increased by 35 per cent while Netflix shares gained only 20 per cent, underperforming the broader stock market.

Then the coronavirus pandemic hit, and this dynamic — like many others across the business world — has been flipped upside down. Three out of Disney's four businesses are in peril, as theme parks and cinemas are shut and a slump in advertising hurts television. But Netflix, which does not run adverts, is benefiting from a surge in streaming.

Netflix has become one of the rare businesses that is not only surviving but is thriving in the stay-at-home era. Its shares reached record highs in the past week as its market capitalisation jumped to \$192bn, above that of corporate giants such as ExxonMobil and Cisco, and neck-and-neck with Disney.

That pattern is playing out in bond markets. Netflix bonds are junk-rated, while Disney has an A credit rating. But in the crisis, Disney's borrowing costs have risen while Netflix's have fallen

A 10.5 year Netflix bond now yields 3.6 per cent, down from a peak of almost 5 per cent in October, Remarkably, this is in the same range as the 10-year bond Disney clinched last month with a coupon of 3.8 per cent, despite the two companies' wide disparity in credit rating.

I would rather be in Netflix [bonds] all day long at 4 per cent or sub 4 per cent" than in traditional media, said ck Parker of asset manager Diamond Hill. "One of the backstops of this bond is the equity. The market cap on top of you is astronomical. And if you believe the debt is the first in the capital structure, which it is, it gives you a massive margin of safety."

Mr Parker believes that "the stay-athome demand is crazy . . . particularly for Netflix, which is the most popular thing in pop culture".

Bernstein analysts also argue that the credit agencies "have got it backwards". noting that they rate Netflix bonds at double B minus, or "junk" level, while the struggling media group ViacomCBS is rated at triple B, giving it investment-

But public markets are signalling that ViacomCBS debt is more risky than Netflix. Recently issued ViacomCBS 10.5 year notes were priced at a 5.1 per cent

yield, above the 4.5 per cent that Netflix's equivalent bonds are trading at. Netflix sceptics have always pointed to the frothy-seeming multiple of its shares and high debt load, neither of which have gone away. Despite trading about the same market value, Netflix made \$20bn in annual revenue last year compared with Disney's \$70bn. A valua-

tion of nine times sales is well above

even other internet stocks. While Nielsen and other data providers have released figures depicting a surge in streaming during quarantine, Netflix is not immune to the economic destruction. As part of the lockdown, Hollywood lots went dark in March, delaying production of Netflix shows

such as Stranger Things and The Witcher. In a prolonged shutdown Netflix

Captive audience: millions have watched 'Tiger King' on Netflix

could run out of new programmes, a problem the company has not previously had to cope with. Viewers might cancel their subscription and try

There is no shortage of alternatives, with two more streaming services, Com-cast's Peacock and Quibi, launched this month and another new rival, HBO Max. arriving next month.

slowing its voracious release schedule This week alone the company added 13 shows and films, with another dozen scheduled for the rest of the month.

It may also be able to snap up other content on the cheap. Many Hollywood directors have previously clung to releasing their movies in theatres over streaming; but now with cinemas shut indefinitely and theatre owners headed for bankruptcy, studios are scrambling to sell their movies to Netflix.

The streaming company has seen an influx of pitches from studios in recent weeks, according to people familiar with the matter, as producers look to at least

make some return on their investment. Tomorrow Netflix is expected to report it added 7.4m subscribers in the three months ending in March. The company is also likely to reveal more details of its content pipeline during an analyst call with senior management. While Reed Hastings and other Netflix top brass typically pre-tape a video Q&A from the company's offices, this time

they will dial in from home.

Netflix ended 2019 with about \$5bn on its balance sheet, and also holds a \$750m credit line, which it has not drawn. Analysts expect that these backstops could get it through the next six months to a year, if needed.

COMPANIES & MARKETS

IPL cricket stumped by pandemic restrictions

Indefinite postponement of the \$7bn league's 2020 season will hurt teams, players, broadcasters and Indian economy

In December, the tycoons and celebrities that own the Indian Premier League's eight teams gathered in a Kolkata banquet hall for a player auction ahead of the upcoming season. Among the attendees were Bollywood stars and even the Ambani family, India's richest and owners of the Mumbai Indians fran-

In a bullish mood, the teams competed to fork out ever larger sums for the world's top cricketing talent. The boldest move was the decision of the Kolkata Knight Riders — owned by India's biggest film star Shah Rukh Khan - to spend Rs155m (\$2m) on Australian fast bowler Pat Cummins, the highest ever fee for an international player.

But Covid-19 travel restrictions mean that Mr Cummins, instead of debuting this week in front of thousands of ecstatic Indians in the muggy Kolkata heat, has been spending time at his farmhouse in Australia, exercising at a home gym, playing with his dog and

When, if at all, he will be making the trip to India and receiving his sizeable pay package is unclear. The IPL, the world's biggest, brashest and most lucrative cricket league, was postponed indefinitely after Prime Minister Naren dra Modi announced this week that the country would remain in strict lockdown until May 3 to combat the spread of the coronavirus.

"It's a no-win situation for everybody. The franchisees invested a hell of a lot of money," said Farokh Engineer, a celebrated former India batsman who was involved in the early days of the IPL. "The IPL players are treated like demigods [and everyone] mints money . . feel sorry for Pat Cummins. Every ball he bowls he stands to earn [thou-

Since it started in 2008, the IPL has revolutionised cricket around the world. Its high-octane brand of short-format Twenty20 cricket, in which teams bowl their 20 overs egged on by cheerleaders and thumping Bollywood anthems, is more evocative of American sports than genteel English county cricket.

The young league has weathered its share of disruption, including matchfixing scandals, team bans and bitter legal disputes. That has not diminished its success. The IPL's ability to tap the enormous Indian market, where cricket accounts for 80 per cent of the 1.4bn nation's sports consumption, has flooded the sport with funds in a way few could have imagined. Star India, owned by Disney, in 2017

beat Sony and Facebook to secure the IPL rights for five years at a cost of \$2.6bn. That put the tournament close to the English Premier League on a cost-

per-game basis, according to EY. For brands, meanwhile, it has become the most important promotion platform in India. Companies such as Spotify or Naspers-backed food courier Swiggy run IPL-themed campaigns. MG Motors, owned by Chinese automaker SAIC, tied its India launch to last year's IPL with adverts featuring actor Bene-

dict Cumberbatch.

"IPL has a multiplier effect," said Jake Lush McCrum, chief operating officer of the Rajasthan Royals, which counts England's Jos Buttler, Ben Stokes and Jofra Archer among its players. "It contributes towards the economy in India and globally with a huge amount of money through sponsorship, broadcast, hospitality, tourism and much more."

The IPL is valued at nearly \$7bn, ording to consultancy Duff & Phelps, and has spawned copycat leagues around the world. Top players have been catapulted to financial and celebrity status previously hard to imagine, making stars of players such as India's Hardik Pandya and the West Indies' Kieron Pollard

"You get fame. You get money," said



Weight on his mind: Australia cricketer Pat Cummins trains at home in Southern Highlands while unable to play in the lucrative IPL — Ryan Pierse/Getty Image



Ayaz Memon, a prominent cricket writer. "You can fast-track your way into your national league. Whatever

league you may be playing, there's no

comparison with the IPL.

All that is under threat as coronavirus brings economic activity, movement of ople and indeed sports events around world to a halt. In football, the English Premier League is in limbo after ing suspended midseason, the Tokyo Olympics have been pushed back a year and Wimbledon's tennis event has been cancelled. The status of the Hundred the inaugural season of a new 100-ball cricket tournament due to start in the UK in July, is also uncertain.

Sachin Tendulkar, considered one of the world's greatest cricketers and also a

'It's a no-win situation for everybody. The franchisees invested a hell of a lot of money'

former IPL player, told the FT: "Not just IPL, several sporting events across the world have been cancelled. I feel that's the right thing to do. Right now, the priority is saving lives. I am glad that authorities representing IPL and all other sporting bodies have taken the right call of cancelling or postponing their events.

The Board of Control for Cricket in India, the sport's national governing body, said on Thursday that the season would be suspended until further notice, but left the door open to resched-

uling for later in the year.

"BCCI will continue to monitor and review the situation regarding a potential start date," it said.

"We've all got our fingers crossed because having no IPL at all would be a huge, huge opportunity loss for Star, BCCI and all the franchises," said Parth Jindal, chairman of the Delhi Capitals, whose players include Jason Roy and

South African bowler Kagiso Rabada.

JSW, an industrial conglomerate run by the Jindal family, in 2018 bought a 50 per cent stake in the Delhi team. "This year will be painful in terms of our ownership in the franchise . . . if the IPL doesn't happen," Mr Jindal said, adding that "the long-term value of the IPL is very much intact".

But industry veterans struggle to see how it could go ahead. Even assuming that travel restrictions and social distancing rules in India and elsewhere are eased, the upcoming monsoon season

makes the IPL unplayable from June. That leaves the possibility of a trun cated IPL in the autumn that would clash with international tournaments like the Asia Cup, potentially setting up a stand-off between the BCCI and other

cricketing bodies. "It'll be absolute chaos," said Simon Hughes, a former cricketer and broadcaster. "The fact they're trying to squeeze it into a slot in September/October will mean a massive conflict for players' priorities. Some are contracted to play for their countries and they'll have to give up" IPL money to do so.

The determination, however wishful, that the tournament go ahead reflects right cancellation. Executives say this could force the BCCI, teams and broadcasters into difficult talks to renegotiate existing financial contracts and limit losses. Some teams, for example, face losing virtually all their income but still have bank loans to service.

It is particularly bad news for Star,

21st Century Fox last year, and has bet heavily on cricket to fuel its success in

The IPL has given its streaming platform, Hotstar, an edge over local rivals such as Netflix or Amazon: 300m viewers watched the IPL on Hotstar last year, even putting it ahead of YouTube in terms of monthly viewers at the time. Disney this month launched Disney+ in the country, which it has linked to Hotstar. "The kind of record that Star has paid to take the IPL away from Sony, and the kind of advertising dependence the network has on this property is huge," said one rival media executive. "It's not as if you can make it up by amping up other sports.

The Rajasthan Royals even got as far as holding a training camp in February before the travel restrictions went into effect. One upshot, Mr McCrum said, was that the team could use the video footage they gathered to keep fans often lack the loyalty of better established European sports fans – interested in the club through the out age. "We have enough content to last for months, which is extremely valuable given the current situation," he said.
"Other teams who did not have a camp in time are struggling a little more to keep their fans engaged."

Industry executives ultimately expect the delay to only increase Indian viewers' hunger for IPL, whether it happens later this year or only next year.

But they fear even this tournament could struggle to bounce back financially from the sizeable hit India's multiweek lockdown could deal to the econ-omy, which risks scaring off some of the investors and advertisers that have poured funds into the IPL on the back of India's roaring economic growth in recent years.

"The marketing budgets of most of the companies will come right down, looking at the economy," said Deep Dasgupta, a retired player and former IPL executive. "Even if IPL happens, it will be a little different."

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Financials

Flagship Renaissance fund dabbles in bitcoin

ROBIN WIGGLESWORTH — OSLO ORTENCA ALIAJ — NEW YORK

Medallion, Renaissance Technologies flagship hedge fund, has dipped its toes into the wild world of cryptocurrency trading in a sign that the computerdriven investment group is willing to play in more esoteric markets to generate its industry-leading returns.

The \$75bn hedge fund group disclosed in a regulatory filing that Medallion, a highly successful fund only open to Rensance's own employees, was dabbling

in bitcoin, the original cryptocurrency. While Renaissance said that it would limit its trading activities to cash-settled bitcoin futures traded on the CME, the Long Island-based investment group founded by former Cold War codethe nascent asset class.

"The underlying commodity for the futures transactions, bitcoin, is a relatively new and highly speculative asset,"

Renaissance said in the filing.
"Bitcoin and futures based on bitcoin are extremely volatile, and investment results may vary substantially over

From the filing, it is not clear how active Renaissance is in bitcoin or whether it has bought any of the crypto-currency futures, only that it is now "permitted to enter into bitcoin futures transactions", according to a separate section on the risks and trading styles of its various funds. Its other funds, which manage money for external investors, make no mention of bitcoin. The hedge fund declined to comment.

Cryptocurrencies such as bitcoin remain at the fringes of the mainstream finance world but Wall Street has been $gradually\,bringing\,them\,into\,the\,fold.$

Big trading firms such as DRW are now making markets in cryptocurrencies and even traditional investment groups such as Fidelity have launched "digital asset" businesses. The CME's bitcoin futures contract launch in 2017 was a big moment, allowing more mainstream investors such as Renaissance to bet with bitcoin for the first time.

COMPANIES & MARKETS

Financials

Norwegian oil fund hit by expenses scandal

Chief executive accepted flight from billionaire set to replace him in role

RICHARD MILNE — OSLO

The incoming and outgoing chief executive of Norway's \$1tn oil fund are embroiled in an expenses scandal that raises questions over the leadership of the world's largest sovereign wealth

Yngve Slyngstad, who is due to step down in September after 12 years of leading the oil fund, admitted at the weekend that he should not have accepted a charter flight home from a seminar paid for by Nicolai Tangen, the hedge fund billionaire who last month was tapped to become chief executive of the oil fund.

Norges Bank, Norway's central bank that houses the manager of the fund, said it was investigating if Mr Slyngstad had broken its ethical rules while its supervisory board is looking into whether to hold an extraordinary meeting to look at the selection of Mr Tangen.

"Yngve Slyngstad has stated that he was invited as part of the bank's operations," said Oystein Olsen, the central bank governor who last month chose Mr Tangen as Mr Slyngstad's successor. "Slyngstad points out that he should

have taken scheduled flights home covered by Norges Bank."

The affair raises questions about the selection process for the oil fund's chie executive as well as the often cosy relations at the heart of Norway's financial elite. Mr Tangen's background as a billionaire fund manager and his relations to various senior Norwegian officials were already under heavy scrutiny from politicians in Oslo.

Norway's attorney-general, who also attended the seminar, has to stand down in matters regarding Mr Tangen due to their friendship, the office of prime minister Erna Solberg told local media at the weekend. The oil fund said Mr Slvnos-

tad was not involved in the process to pick Mr Tangen.

Mr Slyngstad told VG, the Norwegian tabloid that broke the story over the seminar and flight, that he had talked to Mr Tangen about the position at the seminar and that "I can have said to him and all others that were there that we needed bright people in that position" but that he had not suggested he apply.

but that he had not suggested he apply.
Mr Slyngstad added in a statement issued by the fund that he was invited to give a lecture at the seminar organised by Mr Tangen at the Wharton School of business at the University in Pennsylvania in November, just days after Mr Slyngstad announced his resignation.

Norges Bank paid for his flight to the US and train to Pennsylvania but Mr Tangen paid for a charter flight back to Oslo for Mr Slyngstad and others, as well as his hotel and food. "Of course, I should have taken the train back to New York and a scheduled flight home."

Asked by the Financial Times if he had caused trouble for Mr Slyngstad, Mr Tangen declined to comment.

Julie Brodtkorb, chair of the supervisory council of Norges Bank, said it would decide tomorrow whether to hold an extraordinary meeting to look into whether the executive board of the central bank followed the correct procedure in appointing Mr Tangen.

Oil & das

Hin Leong failed to show \$800m losses in accounts

NEIL HUME AND STEFANIA PALMA

Hin Leong Trading, the Singapore oil trader that has filed for bankruptcy protection, suffered \$800m of losses that were not reflected in its financial statements on the instruction of its founder Lim Oon Kuin.

In a filing to Singapore's High Court, Mr Lim said he had directed the company's finance department not to disclose the losses, which were sustained in futures markets.

"The payments made by HLT to satisfy margin calls made in respect of such losses were reflected as 'accounts receivables' and remained recorded as such after the losses were realised," Mr Lim said in a signed affidavit seen by the Financial Times.

Financial Times.

He also revealed that he had sold a "substantial part" of the company's oil inventories and used the cash as general funds even though it was the subject of inventory financing agreements with banks. "As a result, there is a large shortfall of inventory as compared to the quantum of inventory which has been secured in favour of the bank lenders who had provided inventory financing," said the affidavit.

In a separate filing, Mr Lim's son Evan, who runs the family's shipping business Ocean Tankers and is also a director of Hin Leong, said he was not

'There is a large shortfall of inventory as compared to [that] secured in favour of the bank lenders'

"personally aware of how and why these losses were not reflected, as I was not involved in the finance function which was supervised by my father".

Mr Lim and his son did not immediately respond to requests for comments. There was also no response to emails sent to Hin Leong and Ocean Tankers.

Rajah & Tann, one of Hin Leong's legal advisers, said it was unable to comment as the matter is before the courts.

Until now it had not been clear what caused Hin Leong's financing issues. While the spectacular collapse in oil prices and plummeting fuel demand caused by coronavirus played a part, the court filings show the company's troubles ran much deeper.

bles ran much deeper.

The affidavits show Hin Leong had total liabilities of \$4.05bn, against assets valued at just \$714m at the end of January, while its inventory was worth \$141m on April 9 compared with \$1.277bn in its accounts for the year to October 31.

The plight of Hin Leong, founded in 1963, has sent shockwaves through the commodity trading industry. It is one of the largest suppliers of bunker, or ship fuel, in Asia and an active participant in the market-on-close system, which is used by traders to set oil prices in the region

region.

The privately owned company filed for bankruptcy protection on Friday night after failing to reach an agreement with its lenders on a debt moratorium.

It has debts of \$3.85bn. HSBC has the biggest exposure at \$600m, followed by ABN Amro at \$300m, while Société Générale has lent it \$240m. Singaporean banks — DBS Group, OCBC Bank and United Overseas Bank — have exposure of \$680m.

Market Questions. Global economy

Europe braced for another sharp drop while focus turns to next moves by US and China

FT REPORTERS

Is Europe's economy still in freefall? Economists are expecting a further drop in business activity across Europe in April, after a record-breaking pace of decline in March. The purchasing managers' index for the eurozone — a closely watched gauge of economic growth — crashed to an all-time low of 29.7 last month, far below the 50 mark that separates contraction from expansion. The UK equivalent fell to 36.

April's figures scheduled to be published on Thursday are forecast at 26 for the eurozone and 32 for the UK, signaling another sharp decline in activity. "Due to the time period when the surveys were conducted, it is possible that both may slip even further this month," said Cathal Kennedy of RBC Capital Markets. "Some of the March survey responses would have been collected before the most stringent lockdown measures were introduced."

Even the bleak PMI figures may be

Even the bleak PMI figures may be masking the true scale of the fall, according to Mr Kennedy. The surveys track the balance of companies experiencing a reduction in activity, but respondents do not record how much their business has shrunk.

Even a sharp pick-up similar to China's figures last month would signal only a stabilisation of activity at very low levels rather than a recovery, according to Nomura economist George Buckley.

"At some point these numbers are going to rebound sharply, although April is likely to be just as bad as March," he said. "But even a figure of around 50 should not be taken as a sign we are out of the woods." Tommy Stubbington

Will a deluge of Treasury supply mean higher rates?

Today, the Treasury department will auction off more than \$150bn of shortdated securities, which mature in one year or less.

In recent weeks, the Treasury has flooded the market with these Treasury bills, as it has begun to finance the historic \$2tn relief package agreed to by US legislators late last month.

Analysts say the market has so far digested this glut of new supply with little trouble, given the insatiable appetite for haven assets during the economic uncertainty that has accompanied the coronavirus outbreak.



The People's
Bank of China in
Beijing cut its
medium-term
lending facility
rate by 0.2
percentage
points last week,
making an equal
fall in the loan
prime rate today
all but certain

Few anticipate a significant rise in rates in the long term, even as the department ramps up Treasury supply to \$3.5bn over the next two years, as is forecast by strategists at TD Securities. Given that the Federal Reserve has agreed to buy an unlimited quantity of Treasuries, to ensure the smooth functioning of the world's largest debt market, the US central bank is expected to guzzle up most of the new supply.

According to TD Securities, the Fed

According to TD Securities, the Fed will snap up \$3tn in Treasuries by the end of 2021 — with \$2.4tn purchased in 2020 and another \$600bn by the time 2021 wraps up.

2021 wraps up.

That means low borrowing costs are here to stay, according to Brian Levitt, global market strategist at Invesco, not least because economic activity is set to collapse even further this year.

"Interest rates will remain low, reflecting what will be a slow growth

environment," he said. "The Treasury will have no issue funding [the stimulus programme]." Colby Smith

How will China's central bank address the coronavirus fallout?

After data on Friday showed China's economy suffered its first contraction in four decades at the start of this year, with a 6.8 per cent slide from the same period last year, attention is turning to how Beijing hopes to undo the economic damage wrought by coronavirus in the months ahead. One answer arrives

The Loan Prime Rate, China's lending benchmark, introduced last year, is announced on the 20th of every month.

The one-year LPR is an average of lending rates that 18 commercial banks extend to their best customers, but its floor is set by the People's Bank of China through its so-called medium-term

lending facility rate, which it cut by 0.2 percentage points last week. Since its introduction, the LPR has

followed the MLF rate lower every time the latter has been cut, making an equal fall by the former all but certain today. But that still leaves the question of what comes next. With Chinese banks' profits under

With Chinese banks' profits under serious pressure as they carry out Beijing's orders to lend to struggling companies and at lower rates, deposit rates are the logical next front in China's economic war against the pandemic.

"For China, we still have a bit of policy room for rate cuts," said Michelle Lam, greater China economist at Société Générale. The French bank noted ahead of the MLF rate cut last week that reductions to China's benchmark deposit rate "seem inevitable, if not imminent, as banks need help to lower their funding costs". Hudson Lockett



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Blockchain. Cryptocurrency

Facebook's Libra curbs its ambitions to overcome regulatory resistance

Backers remove key tenets of proposal that were intended to create a rival to the dollar

KIRAN STACEY — WASHINGTON

A Facebook-led digital currency was

"More than a billion people around the world don't have access to a bank account," chief executive Mark Zuckerberg told Congress last year, "but could through mobile phones if the right system existed... I believe that this problem can be solved and Libra can help."

Now, however, it seems that Libra will not change much beyond Facebook

itself—if indeed it happens at all.

This week, almost a year after the project was launched, its backers unveiled "Libra 2.0". As part of the revamped plans, they have removed key tenets of the initial proposal, which were intended to help turn the digital coin into a global currency to rival the

dollar, but also threatened to generate insuperable regulatory resistance.

"The original vision for Libra was one with wild crypto dreams of private money, free of regulation," said David Gerard, a historian of digital currencies and author of Attack of the 50-foot Block-thain.

"This was never going to fly. Facebook is a real, touchable company. You can abuse people's private information – but governments take the money very seriously." He added: "I can see the new Libra working as an ordinary, regulated payments processor — PayPal, but it's

Libra 2.0 departs from its original formulation in several key ways, each designed to overcome regulatory and political resistance.

Firstly, instead of creating a single new currency, Libra plans to launch a series of different digital coins, each backed by a different government currency one for one. It will also build a Libra coin that is a "digital composite" of some of those coins, which will be available for cross-border transactions and in countries with no digital currency. At a stroke, the association has abandoned its attempts to create a floating digital currency that could even have rivalled the dollar. Instead, its coins will fluctuate according to what is happening in the markets for physical currencies. It was this policy that has sparked concern among politicians and central bankers over whether the

existing currencies.

Secondly, Libra is scrapping its ambitions to move to a "permissionless" system, whereby anybody could help run the network, and no single authority would have control, as was the original vision of bitcoin.

project could imperil the stability of

Thirdly, the association that runs the coin will now vet any wallet that is launched on the network, and beef up its own scrutiny of what is happening there, rather than leaving it to local regulators.

These latter two concessions are designed to eliminate the criticism that by allowing anyone to operate on the network, Libra was opening itself up to being used by criminals to laundermoney.

Dante Disparte, Libra's vice-chairman, told the Financial Times that the coin's digital nature might even make it easier to monitor than a physical currency. "There are certain things you could do with a blockchain payment system [like Libra's] that you cannot with alternatives, such as geofencing politically sanctioned countries, blocking suspicious addresses, identifying



Facebook now plans to launch a series of different Libra coins

suspicious activity in [close to] real time." he said.

Crypto enthusiasts have long argued for a truly unregulated, decentralised global currency, which users can use for any type of "censored" transaction, whether procuring drugs or simply buying something online without a bank account. For them, Libra's changes mark the death of a dream.

"Libra 2.0 is likely to be less compelling to the crypto developer and user community as it will lack 'censorship resistance' — arguably the most important and unique feature of blockchain networks like bitcoin and ethereum," said Garrick Hileman, head of research

at crypto wallet company Blockchain.
Some believe that by removing the most controversial parts of the original proposals, Libra has managed to take the heat out of the debate surrounding its implementation while also retaining its central commercial value to Facebook. The social media platform has been ramping up efforts to facilitate payments across its platforms, including WhatsApp and Messenger.

"If you are Facebook and you want to grow, it would be really useful to have a functional, stable, cross-border payments system just to be used on the platform itself," said Stephen Palley, a partner at the Washington law firm Anderson Kill. "I wouldn't be surprised if this was the plan all along."

Others however, warn the details of

Others, however, warn the details of the scheme still pose problems.

Sylvia Garcia, a Democratic member of the House Financial Services committee, said she remained opposed to the plan to create any form of composite currency, rather than relying purely on existing currencies.

She said: "Facebook and the Libra Association have issued a second white paper that retains a Libra coin backed by a basket of assets. As such, this does not address the concerns I raised when Mr Zuckerberg testified before the Financial Services Committee."

Some also have concerns that the association has not said how it will raise the money for the capital buffers it says will protect the currency in the event of a catastrophe.

COMPANIES & MARKETS

How to Lead. Mark Bartlett, chief executive of Strix

Harnessing the power of teamwork to face a crisis

Strong local management helped the engineering boss remodel his Chinese plants to combat Covid-19, writes Andy Bounds

ust weeks after the coronavirus shut down in China, the three factories owned by kettle controls maker Strix reopened at full capacity. The way the company managed to keep staff healthy and production going offers a lesson to those industries in Europe and the US struggling to manufacture goods through the

Mark Bartlett, chief executive, credits the team on the ground in China for making this happen. He had to watch the situation unfold from the Isle of Man, the corporate headquarters of the business, which makes the thermostatic controls that switch off kettles when

The company is the global market leader in kettle controls with 54 per cent

The small island between Britain and Ireland has been Strix's home since its founding during the second world war It still has a factory there making its most advanced and sensitive components and which is applying the lessons

Strix's main plant is in Guangzhou, far from Wuhan where the virus first surfaced. It was already shut for two weeks to observe the Chinese new year holiday when the authorities started restricting travel on January 24, Local managers interrupted their holidays to set up an emergency response group.

"They were amazing, particularly the

local management," says Mr Bartlett, 55, an engineer by background who joined Strix in 2006. "They used their

The first step was to make the factory safe. Led by Frank Gao, chief operating officer, they ordered masks and made all staff wear one. They installed hand sanitisers throughout and put high quality disinfectant in all restrooms.

To go a step further, they erected a disinfection tent outside the factory



Mark Bartlett's philosophy: stick to what you are good at and make sure you have the

entrance using one of Strix's own products - halopure. This laces water with bromide, which draws out viruses and bacteria and renders them inert. Workers were covered in a fine spray on the way in and out. "The authorities said that was going above and beyond but it gave extra reassur-

Next, they had to get the 750 staff back to the factory while much of public transport was suspended. The solution? Company buses and private cars fetched workers from many miles away. After that, they were collected directly them from their homes each day and dropped off to eliminate the risk of workers catching the virus on a bus or train.

Managers also set up WeChat and other social media groups. Workers provided a health checklist before clocking on and many gave their consent to be tracked, so managers could see whether

they could have exposed themselves to the virus. The company also reduced movement within the factory with each production area sectioned off to eliminate any potential cross contamination. Safety screens were also installed in the en to ensure there was no contac

With daily temperature and health checks, anyone with symptoms was quarantined for 14 days on full pay.

The factory reopened on February 10, having been shut for just one extra week. Mr Bartlett says he relied on front line managers to make the decision. Mr Gao, a Chinese national with years of experience in multinationals, is also a black belt — in Six Sigma, the lean manufacturing process

"I have complete trust in Frank. His team cleared things with him and he reported back to me. We have financial limits above which he needs head office approval but they were never breached," says Mr Bartlett.

He would not put a price on the meas ures but says it was insignificant for a company with £97m annual revenue.

Office workers throughout the group worked from home and the company has long used video conferencing such as Zoom as well as WhatsApp and WeChat groups to communicate. "Frank knows he can get hold of me day

In the factory, no staff tested positive for the virus and production was back to normal levels within days. Only 4 per cent of workers were absent in March, which is normal following any Chinese new year period,

More interviews

illuminating the

personalities of

focusing on the

issues they faced

leaders by

The Chinese plants supply big manufacturers of kettles and heating equipment, who are concentrated in southern China. Mr Bartlett says their customers were now also at full capacity. "China is back to normal." Its clients include

Tefal, Siemens and Philips. Several factors helped. "There is a lot of discipline in China and they have experience of Sars and other pandemics. So they follow advice. "The team was motivated and took

this as a challenge and were positive throughout using their own initiative to come up with creative solutions."

Some of those have now been applied to the company's small factory at Ramsey on the Isle of Man now that Covid-19 has spread across the world.

Despite the difficulties thrown up by the crisis, Mr Bartlett say Strix's plans for the year remained on track.

But there is life beyond kettles which account for almost 90 per cent of revenue — and the company has a long history of innovation. Eric Taylor, its

'The team was motivated and took this as a challenge and were positive throughout'

founder, invented a heating device to keep flying suits warm at high altitude for Royal Air Force bomber crew. Owner Eddie Davies oversaw rapid growth in the 1980s and by 1988 the company was the world leader for the supply of kettle controls. In 1997 it was among the first western manufacturers to move production to China.

Mr Davies sold the company to private equity group AAC in 2005 and Strix listed in 2017 with a valuation of £190m. It is now worth more than £300m despite a price fall in the recent market downturn.

Strix aims to launch 14 new products this year and invests about 5 per cent of revenue in research and development annually. It has developed its own range of water filters, Aqua Optima, and also makes a machine to heat baby formula with Tommee Tippee, the childcare products group.

"Our expertise is the management of steam and water," says Mr Bartlett. That means hot taps, coffee makers, sterilisers and filtered water dispensers.

That knowhow underlies Mr Bartlett's leadership philosophy: "Stick to what you are good at, your core competencies. Make sure you have the best people, and ours certainly are."

How the internet has survived the demand surge from hundreds of millions of people in lockdown



Tech Teardown

When anyone tries to

stream a song or check a

website, the digital bits

can usually be shipped

from a nearby computer

Home working should have overloaded the internet. Why didn't it?

The internet's surge protectors have survived a major convulsion. Hundreds of millions of people have found themselves working — and movie-watching, game-playing and videocalling — from home throughout the day. The result, according to Matthew Prince, head of internet infrastructure company Cloudflare, has been a spike in demand that would have brought any other public utility to its knees. His company's network has seen demand rise more than 50 per cent — the kind of spike that "would be a disaster" in a sewer system or electric grid, he said.

That online traffic has not ground to a halt under the weight of so much screen time owes much to a collection of specialist networks overlaid on top of the internet to help with the heavy networks, they specialise in serving up movies, web pages or any other form of internet content in the most efficient way possible.

Key to the way they work is to store copies of the most popular online content on servers around the world, putting it closer to users. This technique, called caching, means that when anyone tries to stream a song or check a website, the digital bits can usually be shipped from a nearby computer, rather than from half a world away. That reduces the traffic travelling over the "core" network, easing pressure on the internet's trunk routes and reducing the lag before content is delivered - something known as latency.

"There's just no way the core could keep up with the kind of surge we've seen," said Tom Leighton, chief executive officer of Akamai, the largest of the CDNs. Akamai stores internet content on servers in 4,000 data centres in 1,000 cities around the world. Algorithms are used to optimise the way these storage systems work, constantly assessing what users are likely to want and making sure it is on a server near to them.

The massive traffic peaks seen during lockdown have forced the CDNs to get creative. The same content is cached on all servers in a network,

meaning that when the load on any one part of the network is high, requests can be met from other locations. To meet requests for content at busy times, Cloudflare has been tapping servers on the other side of the world where it may be the middle of the night. "During normal times, more than half of the equipment is sitting relatively idle because it's servicing a part of the world where people are sleep," said Mr Prince. The trick, he said, is to balance the

flow of digital bits coming from different locations to maintain a smooth experience for users. The network's first response to any request is to deliver content from a local server, for instance immediately streaming the first minute of a video. Once enough of the video has been delivered to the viewer's device to build up a buffer, the need for immediacy declines and the network can switch to drawing the rest from a server much further away.

While the content delivery networks have been able to adjust to the current crisis, they haven't been impervious. The mass downloading of entire video games is one activity that has threatened to overload them. Akamai, which handles game downloads for Microsoft and Sony, said that a typical game put as much strain on its network as transmitting 30,000 web pages. In late March, faced with the risk that other types of traffic would slow down as a result, it was forced to delay game downloads at times of peak demand, pushing them back to quieter periods.

Content delivery networks have also become the first line of defence against distributed denial of service attacks a cyber attack that involves deluging a bsite with so many requests that genuine users can't get access to it.

To cope, the networks incorporate servers known as "scrubbers", which are designed to soak up the surge in fake requests while providing enough capacity to respond to genuine users. These servers have come in handy at a time when so many people are working remotely, said Mr Prince: they can handle the jump in the number of requests coming from different locations — a pattern that in normal times would be like a malicious attack.

Contracts & Tenders

Fundação Butantan is soliciting an innovative solution for a new building with seven different and fully independent vaccines industrial plants. The overarching lines of this turnkey project will be presented in a Public Call to be held on 18 May 2020 at 12 noon Brasília time (BRT UTC/GMT -3h) and will be streamed live on our YouTube channel. The complete call notice, all supporting technical documentation, and the details on how to join the live streaming are available on: cpv.butantan.gov.br

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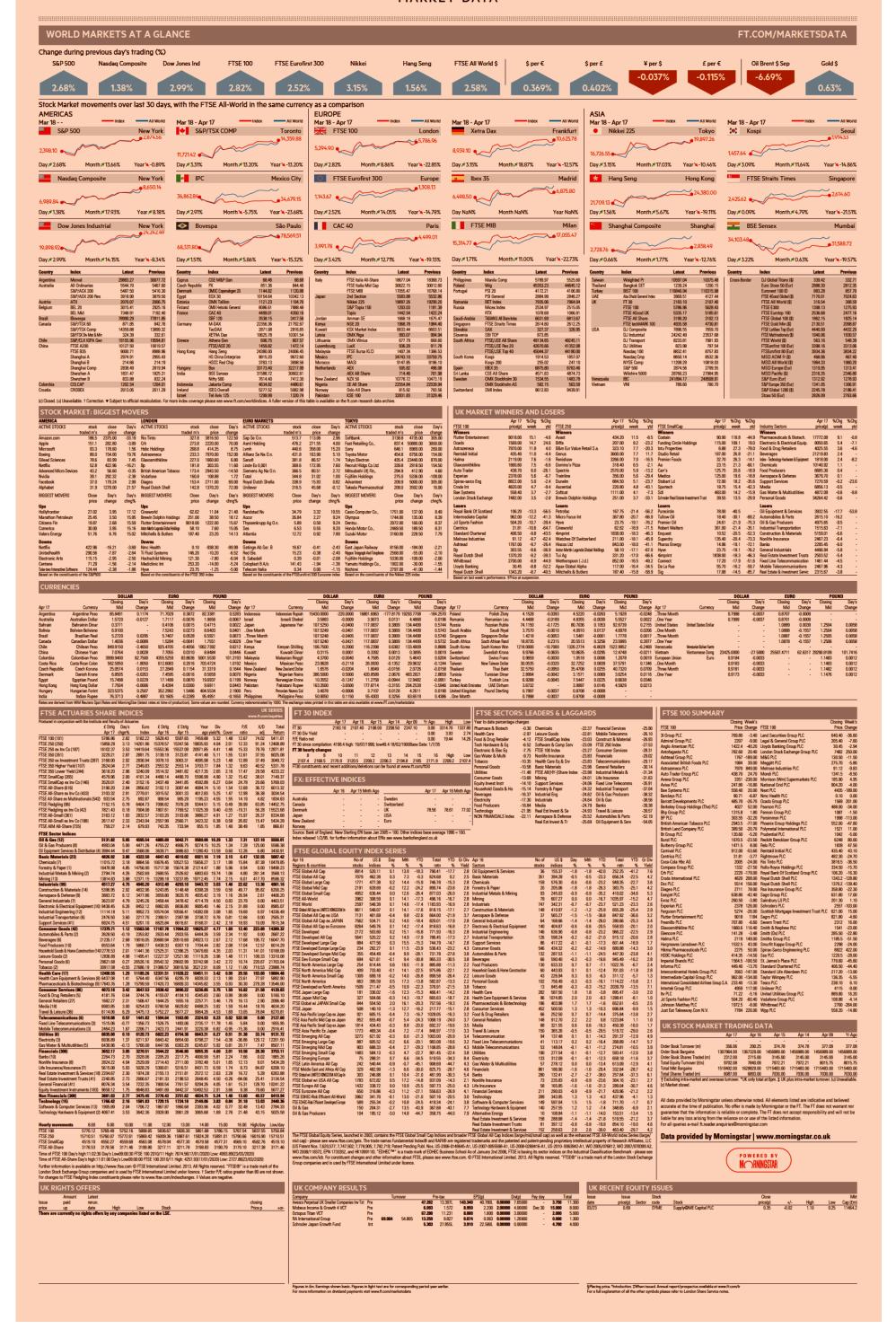
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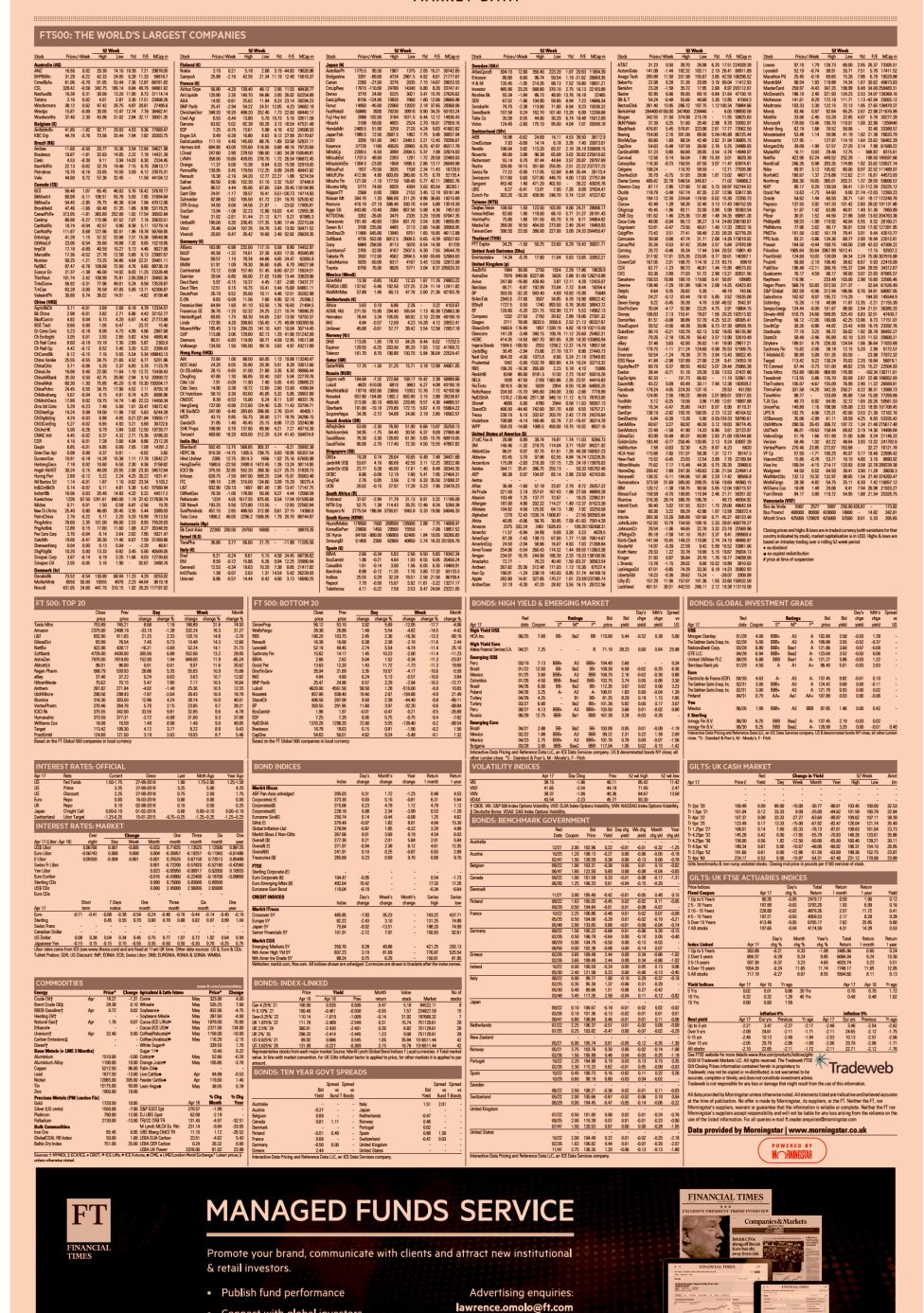
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WORK & CAREERS

Covid-19 lays bare managers' efficiency obsession



Ten years ago today, an explosion and fire ripped through Transocean's Deepwater Horizon drilling rig, working under contract for BP in the Gulf of Mexico. Eleven men lost their lives and more than 3m barrels of oil leaked into the ocean.

Fewer people will mark the anniversary than might otherwise have done. In the cruel calculus of catastrophes, 11 fatalities barely register against more than 130,000

worldwide from coronavirus. A deadly virus and an oil well explosion — the first a natural phenomenon, the second described by an official US investigation as an overarching "failure of management are different. But there are suggestive parallels in how people prepared and responded to both.

For instance, the court that in 2014 found BP guilty of "gross negligence" ruled that several decisions leading to the disaster were "primarily driven by a desire to save time and money, rather than ensuring that the well was secure'

Multiply this observation 10,000 fold and you see why many countries were unready for this pandemic — and how they might prepare better for future disruptions.

In Uncharted, written before the first coronavirus outbreak, Margaret

Heffernan distinguishes between "justin-case" preparation of several vaccines, covering a number of possible epidemics, and "just-in-time" systems to produce a chosen vaccine at speed. The first approach requires budgeting for an excess of time and money. The second calls for rigorous efficiency.

Alas, pursuit of maximum efficiency just-in-time manufacturing, supply chains and deployment of personnel has become the norm across the private and increasingly the public sector. Take healthcare. "What we've seen is that the over-efficient management of the NHS meant that [for] just-in-case [scenarios], we were in deep trouble," Ms Heffernan told a consultancy Jericho Chambers. "There was no margin for error."

The insight will be crucial for companies and governments as they emerge from this pandemic. Adequate preparedness demands wider margins and buffers. It also requires a tolerance for slack that goes against the grain of what, pre-Covid-19, was orthodox management thinking.

After the Japanese tsunami shocked tightly wound supply chains in 2011, I predicted that fear of inventory gluts and competition would push companies back towards the leanest

possible sourcing of materials. Similarly, companies continue to define slack as a sign of inefficiency, waste, or fat, and a target for savings

In this quest for greater efficiency, W Edwards Deming, the post-second world war guru of Japanese-style Total Quality Management, is often cited. But as management thinker Roger Martin writes in his forthcoming book When More Is Not Better, Deming taught that "there is always an optimal level of slack for any business system — and that level is not zero. Slack is a manifestation of friction - of the sort that in the right amounts contributes to greater resilience". The opposite of efficiency, Ms Heffernan adds, "is not

Slack also has benefits that go beyond improved safety or greater resilience. Zeynep Ton from MIT Sloan School of Management has worked with retailers that operate with more staff than needed to meet peak demand. The slack frees workers to perform better and to improve the stores for customers.

Hard-pressed managers - in retail, particularly – will snort that this is the worst time to have to justify any surplus cost or staff member. They are struggling just to match overheads to plummeting demand.

The pandemic will prompt new rules insisting on better margins for error and will embed more safety-first habits



In the aftermath of the Deepwater Horizon crisis, BP also had to cut costs, in part to pay legal fees and clean-up bills that ultimately topped \$60bn, and to respond to falling oil prices. It managed to balance its books, at the same time as avoiding any further catastrophic breach in safety. Since the financial crisis, banks, too, have learnt to live with the need to hold greater

capital reserves, spurred by regulation. It is natural for companies to encourage efficiency, the Deepwater Horizon investigation reported, but, without rigorous safety protocols "there is simply too great a risk that financial pressures will systematically bias decision-making in favour of timeand cost-savings'

Coronavirus will prompt new rules insisting on better margins for error. It is bound to embed more safety-first habits. For a while, companies that can prove they are well-prepared ought to command a premium over those that seem prone to future shocks. At some point, though, cost-cutters will again redefine useful slack as ugly flab. My advice would be to steer business and investment away from those companies. Just in case.

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Business Book of the Year

A lockdown longlist to celebrate 16 years of the FT's book award

Andrew Hill reveals his personal favourites from the 230 titles that have been listed since the prize began in 2005

ince 2005, I have helped select 230 books for the longlist of the Financial Times Business Book of the Year Award. To celebrate the launch of the 16th edition of the prize, again supported by McKinsey, I have selected my 16 personal favourites — a lockdown longlist, if you like.

I could have picked titles directly relevant to the current crisis: Walter Scheidel's *The Great Leveler*, for instance about the economic impact of war, revolution and plague, or Nassim Nicholas Taleb's *The Black Swan*, certainly the longlist title most frequently cited since coronavirus flapped into view. Instead, though, let me recommend

our winners from 2009 and 2017: respectively, Lords of Finance by Liaquat

Ahamed and Amy Goldstein's Janesville. With perfect timing, Ahamed's book appeared in the chaotic aftermath of the financial crisis as central banks and finance ministries were fighting to contain the impact. He shone a historical light on that struggle with his beautifully told tale of how the celebrated central bankers of the 1920s failed to prevent the Great Depression, and may even have contributed to it. It has a sobering relevance for attempts to mitigate the coming global recession.

On a smaller scale, *Janesville* is equally pertinent. Goldstein meticulously reported how a Wisconsin town responded to the closure of a General Motors plant. The local crisis revealed not only the strength of community ties, but also the weaknesses in the system intended to reskill the unemployed workers. It is still the only business book that has made me cry, with Goldstein's description of members of the community pulling together to help those who had fallen on hard times.

The third title on my list that went on to win, in 2018, is John Carreyrou's *Bad Blood*, the stranger-than-fiction account of Theranos, the blood analysis start-up that went sour for Elizabeth Holmes, its founder, and many high-profile investors. Carreyrou, a Wall Street Journal reporter, weaves his own cat-and mouse pursuit of the manipulative Ms Holmes into a best-seller that has already caught the attention of Hollywood film and documentary makers.

Typically, the book award longlist, announced in August, contains about 15 or 16 texts. Our judges then narrow those down to a final shortlist of six in the autumn, of which one takes the £30,000 prize. But my personal champions include plenty that were also-rans

In 2011, Richard Rumelt's Good Strategy/Bad Strategy tore into the loose "vision statements" of self-aggrandising



Top reads: the books from more than a decade of business and its evolution

leaders, dissecting the hapless state of strategic planning and offering this mordant, still highly relevant, observa-tion that "winging it is not a strategy".

The same year, in Wilful Blindness, Margaret Heffernan provided an enduring and unforgiving template for the analysis of how people allow scandals to

Creativity Inc, by Ed Catmull, stood out for me in 2014 — and is the business book I still recommend most often. Cat-mull was president of Pixar, the animation studio, and this is one of the few titles written by a serving executive who than swamping readers with self-congratulation. Given the way Pixar has evolved since under Disney's ownership, I long for a sequel.

In 2016, I thought Lynda Gratton and Andrew Scott might take the prize with The 100-Year Life (the judges plumped instead for Sebastian Mallaby's fine biography of Alan Greenspan, The Man Who Knew). They are still among the few to have analysed the implications of improving longevity for careers, government policy and corporate behaviour. It is as accessible and useful as it is original and thought-provoking.

It may be hard for publishers to turn round durable analyses of the coronavirus crisis in time for the mid-November cut-off for this year's prize, but Andrew Ross Sorkin's extraordinary wide-rang ing work of reportage *Too Big to Fail* remains an example of what is possible on a tight deadline. It was published in 2009, only months after some of the detailed financial crisis drama it describes, and shortlisted in 2010.

From the same year comes a rare fiction nominee. Adam Haslett's *Union*

Goldstein's *Janesville* is still the only business book that has made me cry'

Atlantic presents a sharp attack on capitalism and capitalists on the eve of the financial crisis. I would still be more than happy to see a novel win through to the final stages of the contest, but none

For a longer view, I love The Match King, a finalist in 2009, in which Frank Partnoy retold the little known story of Ivar Krueger, who wooed 1920s Wall Street into backing his empire before it collapsed into scandal and personal tragedy.

Alice Schroeder's magisterial,

Finally, while the inaugural 2005 prize was dominated and duly won by Thomas Friedman's sprawling paean to globalisation The World is Flat, I preferred Pietra Rivoli's clever exploration of the phenomenon from the bottom up, The Travels of a T-Shirt in the Global Economy. She takes the reader on the journey of a single garment, from cotton fields to recycling bin, to illustrate the economic, ethical and personal complexities of the global supply chain that Covid-19 has now brought grinding to a halt.

rereading in turbulent times. So, for

quite different reasons, does Oliver

Shah's rambunctious 2018 portrait of

the rise and fall of British retailer Philip

Green in *Damaged Goods*, where no holds are barred (on the part of the writer or

Equal, Carrie Gracie's angry, highly personal, but hugely instructive 2019

account of her fight for equal pay from

the BBC also wins a place in my longlist

That leaves management books and

underweight in our longlists over the

years, the latter probably over-fa-

voured. The Org is Ray Fisman and Tim

Sullivan's rare and unlikely 2013 love

letter to modern organisations which -

most of the time - bring order to dys-

function. Give and Take, from the same

year, destroys the myth that me-first

ing research by author Adam Grant

(and others) into the value of being a

his foul-mouthed subject).

Until the business world starts turning again: happy reading.

ness Book of the Year Award, visit ft.com/ bookaward. You will find a full list of all 230 longlisted titles at ft.com/sites/busi-

Dear Jonathan

YOUR QUESTION FOR OUR EXPERT — AND READERS' ADVICE

What are good — less expensive alternatives to an MBA?



I work within the technology function of a financial services firm and I am beginning to be considered for roles at the next level. I want to develop new skills and stand out, but I am not sure I can afford an time out of work. Are there otherwise) that will help me progress? Male 30s

Jonathan's answer It is great that you are being considered for promotion and sensible to want to improve your chances by developing MBA is the only answer to the question: What skills or qualifications do people at the next level have?

Start by identifying those people, note the traits and skills they have that makes them successful — though remember that some of you observations will be relevant only to your current organisation and may not be transferable. Which of these technical and employability skills do you think you are missing, and would like to acquire?

Having specified the gap between what you have now and what you think you will need, analyse how you could develop the skills. Talk to people at the next level to understand where they learnt their skills and what they actually look for in promotion your net beyond your current employer to ensure you understand which transferable skills are widely Looking at your question

from the other end of the telescope, an MBA could open many more choices for you than one promotion in your Studying for an MBA can increase self-confidence, develop your analytical thinking, enrol you in a global and stimulating network, and improve your time management. All of these could put you into entirely new roles in strategy and management; as a result, MBA graduates report salary increases of 60 per cent to 200 per cent. If you value those attributes (and the salary increase), then consider the options for achieving them.

In the UK, the tuition fees for a full-time MBA can cost £90,000. Other cheaper options, that also address your concern about taking

12-21 months out of work. include an executive MBA, an online MBA, and other more specific courses and qualifications such as a CFA or Mooc courses in particular

subjects.
While you seem content with your role and the industry in which you work, perhaps now is the time to ask an even bigger question, especially given the likely changes in the global economy post-pandemic. If you are interested in developing new skills, and are prepared to take some time and spend some money to do so, what would you really like to do, that plays to your strengths, that someone will pay you for, and that you would feel is truly worthwhile?

Readers' advice Cheaper alternative is not to do one. You want to be a Master of Business? Start your own business. Malthus

Would really recommend Some of the part time 10-12 week online courses run by the major business schools The typical cost is say USD 1-2k, and you get great opportunity to work with other students on course assignments via MS Teams or Zoom. It went down well in recent job interviews to land a new role. North London

Given the current situation I'm not sure any MBA is going to make a difference to recruitment in a lot of big companies: they will be looking hard at their bottom lines and the actual payback on their investment in MBA's is more doubtful than ever. Manticore

I was recently promoted. But another colleague with fewer responsibilities and who is generally seen as an underperformer, was also promoted with me. Their promotion does not affect my path, yet this makes me feel for granted. Is it right to feel overreacting? Male 20s

Ionathan Black is director of the Careers Service at the University of Oxford, Every fortnight he answers your career development and question for Jonathan? dear.jonathan@ft.com

choice

Lionel

Barber's

favourites

My two picks are both from 2012: Steve Jobs by Walter Isaacson and Why Nations Fail by Daron Acemoglu and

James Robinson, writes Lionel Barber.
Two great books, both my favourite runners up in 2012; one filet mignon, the other high class broccoli. Isaacson's biography of Steve Jobs is a wonderful warts and all read, capturing the character of one of the 20th century's greatest innovators. Jobs' career is a reminder that there is "good failure". After his ignominious departure from Apple Computer, the business he coand turned Apple into a powerhouse of the digital age. My vegetable dish is part history, part socio-economics on why nations fail. It has plenty of sweep and many insights relevant for the corona era as liberal democratic societies grapple with this deadly pandemic. Every time you feel too depressed, go back to Steve Jobs to understand how to triumph in

Lionel Barber, former FT editor, chaired the book award judges from 2005-2019

For more about the FT & McKinsey Busi ness-book-award/

WORK & CAREERS

Pandemic puts mental health on everyone's agenda

Staff and employers offer their strategies to stay well - and working while confined to their homes. By Emma Jacobs

he coronavirus pandemic has sparked a mass retreat. from the office to home. While some have found it a relief to give up the daily commute, others find it stressful, feeling remote from the office at a time when companies are making cuts and furloughing workers.

Sleep problems, difficulty controlling moods, and dysphoria are common problems, says Richard Chaifetz, chief executive of ComPsych which provides employee assistance programmes to companies around the world. "Even someone who is relatively healthy mental health wise is going to feel the effects of an abrupt change of their lifestyle: not being able to go out [and the fear of] the unknown, fear of losing their job or having lost their job."

In the UK, Bupa, the private health-care provider, reports that its workplace psychologists are fully booked for virtual consultations and its health and wellbeing advice line has received 300 per cent more calls since the coronavirus crisis unfolded.

ComPsych says calls spiked in Asia when the pandemic took hold, while in the US there was a 20 per cent increase in requests to discuss mental health issues. Mr Chaifetz says: "Obviously people are feeling the effects economically, people are losing their jobs, spouses are losing their jobs and [they are] concerned about the future."

Employers have instigated virtual meetups, such as online happy hours, talent competitions and quizzes to combat the isolation of white-collar workers under lockdown. Goldman Sachs offers cooking classes via Zoom, virtual prayer sessions and virtual story time for children. Linklaters, the law firm, launched virtual choir workshops.

The firm has also virtualised some of

its existing mental health resources



Rachel Suff. public policy dviser at the CIPD, says the anxiety people are suffering coronavirus is

'complex and

such as on-site psychologists in Hong Kong, Singapore and the UK. It also has a site with resources, including webinars on the impact of working in isolation, plus one with a psychiatrist and doctor looking at the physical and psy-chological impact of Covid-19.

Jonathan Moult, a lawyer turned counselling psychologist whose private clients are predominantly City workers, says that for many employers the "inescapable reality [is] that sometimes the demands of jobs are so considerable that they don't match wellbeing [goals]'

"Prior to coronavirus, mental health was seen as someone else's responsibility, part of diversity and inclusion", he . "But now it applies across the board. Maybe [a small percentage of us] will get coronavirus but 100 per cent of

us are psychologically affected by it." Dealing with remote workers' concerns is hard. Line managers are having to adapt at speed, says Poppy Jaman, chief executive of City Mental Health Alliance. They are struggling "to recognise stress when not seeing people face to face". Key, she says, is being attuned to behaviour changing and asking people how they are, including through one-to-one chats.

Rachel Suff, public policy adviser at the Chartered Institute of Personnel and Development, says "anxiety can be quite complex and nuanced". With so much uncertainty, the fear of losing their job, says Ms Suff, can "alter peo-ple's behaviour". Moreover, if they feel their job might be cut or pay reduced they will feel unable "to raise their hand and admit to struggling".

Employees' home lives vary considerably. "The issues differ significantly," says Trent Henry, EY's global vice-chair for talent. Even if employees are able to work safely from home, their spouse

might be facing unemployment or be a key worker; they might have to care for vulnerable relatives. "The mental health challenge is very hard," Mr Henry says. "Some of our employees live by themselves. That is different to someone with three generations under the same roof. Some people are putting in too many hours and over the longterm that's not sustainable." Others are "not feeling busy enough" and are worried about the future of their job.

In the chaos

of daily life

opportunity

we don't

have an

to think

about our

purpose

Isolation has prompted a rise in domestic violence cases. For this reason, Anna Purchas, head of people at KPMG UK, has distributed guidance on domes-tic abuse to managers. "The main advice is to ask open questions. Open the conversation and signpost help." For furloughed staff, Richard Chaifetz

says, the situation creates a lot of anxiety. "They don't know what they're coming back to - there's a lot of 'whatifs' [with regard to] the status of the

Research has found that working just eight hours a week can preserve people's mental health as much as full-time work. "There's a massive difference in terms of mental health between not working and working," says Brendan Burchell, reader at the department of sociology at the University of Cambridge and one of the authors of the report. He is concerned that furloughed workers will suffer mental health problems and proposes government furlough schemes could allow people to do some work, perhaps for the public sector or redistribute tasks within compa-nies. "Work imposes a structure to people's life, so you have something to do so not ruminating all the time."

Anthony Wheeler, professor of management at West Chester University, says that "typically, with a furlough, employees will experience morale prob-lems that will fuse with stress and burnout". It can also be divisive. "If some employees are called to work while others get furloughed, companies should have articulated policies around why they make the decisions they make rela tive to who works and who does not.'

Generally, if people believe that the processes are applied fairly, they might not like the outcome but will feel that the outcome was fair, Prof Wheeler adds. "People can handle that. What they can't handle is when the processes lack fairness and transparency. In those circumstances, companies will experi ence a host of negative outcomes related to its employees - poor performance, more turnover, counterproductive work behaviours."

For some, however, working from home is a chance to spend time with family or pause to reflect. "Often in the chaos of daily life we don't have an opportunity to think about our pur pose," Mr Moult says. The pandemic has exposed the fact that the best-paid are not essential, triggering some soul-searching among financiers and lawyers. "There's a recalibration," he adds. "We have had a society that has privileged moneymaking, agency and self-determination." Now public service and social connections are prioritised.





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ARTS

An online reckoning for museums and galleries

JiaJia Fei is the first consultant catering purely to the digital needs of the art world. Will others follow? She talks to Josie Thaddeus-Johns

t's hard to remember, but there was once a time when museums weren't convinced of the utility of online tools. It wasn't until January 2016

that the Jewish Museum in New York decided that it needed a digital department. Its first hire was JiaJia Fei, who built the team from the ground up as its new director. She came from the digital marketing department at the Guggenheim, already something of a celebrity in the art world, with tens of thousands of followers on social media.

In her four years at the Jewish Museum, she made impressive progress. The museum's Instagram saw a 1,000 per cent increase in followers up to 73,000, with another 175,000 on Twitter. Much of her work involved streamlining the museum's multiple accounts into a single cohesive brand: making it as welcoming for digital visi-

tors as it hopes to be in person.
At the same time, museums worldwide have realised that digital tools are vital for drawing audiences. Today, as physical spaces are closed to prevent the spread of coronavirus, these online spaces are even more vital. They have become the sole channel at the museums' disposal.

"It was always my intention that the Jewish Museum would be my first client," says Fei, who announced earlier this year that she is setting up as the first consultant catering solely for the digital needs of the art world. In an immaculate, shiny white crimped shirt, Fei is immediately recognisable by her trademark black bowl haircut that her Instagram fans follow through art fairs and museum tours.

"I've joked that all my followers get an honorary BA in art history," she laughs. "Some people think that's all I do, but most of my job isn't documented -



it's mostly spreadsheets and data." Her timing is impeccable, with interest in digital now soaring, even for galleries, where uptake has been slower. As businesses, often with smaller budgets, galleries have been slow to get on board, unconvinced of the need for digital investment and sticking to the inperson sales model that has always

Jiajia Fei, photographed remotely by Nikola Tamindzic in New York. Above right: 'Painting with History, the Red Sea' (2020) by Korakrit Arunanondchai, from David Zwirner Online Platform - Carlos / Ishikawa, London

worked in the past. Almost all major gal-leries have social media accounts and

cultural sectors, such as film or music. "The for-profit art world didn't immediately monetise the web," Fei explains, in a glass-doored meeting room in her Soho House-run office in DUMBO, just before New York started shuttering its public spaces. After all, it's fundamentally working on the same model that has been used since before the internet existed. An air of secrecy still pervades art world sales, where prices are usually not listed publicly, and must be sought out from sales staff. In-person connections are vital, and these have not been replicated online, where sales could be made via an anonymised email address

some have created online viewing

rooms, but the digital-first attitude is

not as omnipresent as it is in other

or Instagram handle. Today, new buyers expect the transparency that other ecommerce sites see as standard. Artsy, for example, an online marketplace with around 700,000 works for sale, says that galleries can expect at least a fourfold increase in sales when the price of the work is listed upfront. But currently, there isn't a clear road map for galleries (especially smaller ones with budgets to match) to capitalise on mass engagement while retaining the shine of exclusivity that

justifies the prices. "By design, the art world is created to be exclusive. Even the language is com-pletely inaccessible," Fei says. "Communicating to a wide audience is something



reach for smaller galleries: it will come

down to a bigplayer to make tech availa-

ble for all, as Artsy has been working

One popular approach for galleries, both before and during the current cri-

sis, is online viewing rooms: mini-websites, often with a slideshow of video

or image content, that mimic the format

of an exhibition. But to Fei, online viewing rooms alone aren't enough. "You still

have to drive people there, and create a context. Art is a social experience, and we go to museums and galleries to have experiences. Is this being addressed

sales (after all, she has spent a decade in museums, where sales don't come into the picture). But there are signs that

online efforts make a difference to gal-

leries' bottom line. Elena Soboleva, director of online sales for mega-gallery

David Zwirner, says the gallery sees the goal of its online space as not just sales,

but also adding context, exhibiting art-

ists' work to the broadest possible audi-

ence. The response to this digital-heavy strategy? Forty-seven per cent of inquir-ies online are from new collectors, and

the 15 most valuable works sold have

been from locations where the gallery

doesn't have a physical gallery space, indicating a broad spread beyond the

usual circle of collectors.

Since the closure of art's physical spaces, digital strategies for galleries are suddenly in overdrive. "It's a time of

reckoning," Fei says. As the art world learns to deal with the effects of reduced

footfall, Fei notes the opportunity that

has been thrust upon galleries that have been slow to act in this area: "I hope this

will convince people to think about what they should have been doing all

along." While gallery space in the right location is expensive, digital space costs

next to nothing. In an environment

where everything is up in the air, there is an opportunity for smart gallerists at

every level to leverage social media, and online content, creating relationships

with a large audience that will reach

beyond their apparent status in the art world hierarchy. $\,$

ARTS ONLINE

with online viewing rooms?" Fei is more concerned with getting audiences involved than the impact on

on doing.

I think a lot of people in the art world struggle with." Fei's answer has been to change the way art is communicated. In her own social media and through her role at the Jewish Museum (where she is continuing as a consultant, part-time), Fei has focused on turning conceptually dense art exhibitions into content that engages all kinds of users. She calls her job "a kind of translation", making the intimidating idioms of the art world appealing to those outside the bubble through social media engagement, videos and online content.

Fei emphasises the impact that less visible tech could have for the art world

'Art is a social experience. Is this being addressed with online viewing rooms?'

in the long term, using the example of Spotify's impact in the music market: That's a code-based solution, which

gives the user greater convenience." She also cites Apple's recent collaboration with the New Museum, which placed AR work from artists such as Pipilotti Rist and Nick Cave in public space around New York and other major cities. "Imagine what would happen if artists had those tools to work from,"

Relationship management tools, which allow galleries to keep track of their customers' interactions, as well as using algorithms to aid recommendations, are two areas of future develop-ment she sees as fruitful. She does, however, concede that both rely on industry-wide changes that are out of

The top 10 classical concerts to stream From Berlin to Melbourne, Hannah Nepilova picks the best performances to enjoy at home for free



Public Notice

FT

Ocado Group plc 2020 Annual General Meeting (AGM) -**Change of Arrangements**

Ocado Group plc's (Ocado) AGM scheduled for Wednesday 6 May 2020 at 10.00am, will now be held at the same time and date at Ocado's registered office, Buildings One & Two, Trident Place, Mosquito Way, Hatfield, Hertfordshire, AL10 9UL,

The business to be conducted remains as set out in the AGM Notice of Meeting dated 11 February 2020 which has been sent to shareholders and is available on Ocado's website (www.ocadogroup.com). In light of the current COVID-19 on Ocado's website (www.ocadogroup.com). In light of the current COVID-19 stay at home measures in the UK, the AGM will be run as a closed meeting and shareholders, other than the two Ocado employee shareholders required to attend the meeting to form the meeting quorum, will not be able to attend in person. All other persons attempting to attend the AGM will unfortunately be

Shareholders are strongly encouraged to vote by proxy on the resolutions contained in the AGM Notice of Meeting (appointing the Chairman of the Meeting as proxy), and to read the detailed announcement on Ocado's

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Uncomfortable truths about lying

An augmented

in New York by Nick Cave, part

of Today at Apple [AR]T Walk



Are we living in a time of unprecedented dishonesty? With lies and disinformation permeating our political discourse and online lives, it might seem so — but 'twas ever thus, maintains Lies We Tell. An anthology series from Jigsaw Productions (available on the Luminary platform), this narrative podcast shows how our relationship with the truth is far from straightforward.

It is hosted by Ellen Horne, a radio producer and journalist best known for her work on the long-running series Radiolab, and Alex Gibney, the filmmaker behind Enron: The Smartest Guys in the Room, Citizen K and the Oscarwinning Taxi to the Dark Side. In the opening episode, they discuss the epic lie told by the Pulitzer Prize-winning historian, Joseph Ellis. Celebrated for his presidential biographies, and for the debunking of myths surrounding the American Revolution, Ellis was revealed by the Boston Globe in 2001 to have fabricated a few myths about himself, the most egregious being that he had fought in the Vietnam war. Ellis later came clean in an interview and,

after a short period of penitence, was The podcast shares other tales of

dishonesty, including that of Syed Arbab, a college student from Georgia who started a Ponzi scheme that targeted friends and fellow students. and promised risk-free investments and high returns. Here he expresses regret for what he did but maintains that his intentions were good, even though his actions - which included spending his ill-gotten gains on clothing



Smart storytelling: Alex Gibney, co-host of 'Lies We Tell'

and trips to Las Vegas - suggested whether he is still massaging the truth to salvage his reputation or if he is simply deceiving himself.

Elsewhere, Lies We Tell mixes journalistic investigation with smart storytelling as it tells of two undercover police officers to whom lying is not only a profession but a way of life; a creenwriter who gets drawn into an elaborate scam that prevs on his ambition; and a man whose dedication to exposing long-distance running cheats leads to tragedy. The most recent episode is more complex still as it looks at how a new communication technique with a non-verbal autistic girl seemed to uncover a story of familial abuse. This story is not for the faint-hearted.

While the tales of other people's misdeeds are undoubtedly compelling, the power of this enormously thoughtful series lies in its ability to make us question our own capacity to deceive. Horne and Gibney dig deep into the psychology of deception and the different ways people justify lies, or their exposure of them, and how they make peace with them once they are found out. Is it possible for a lie to come out of good intentions? Should we automatically think less of a person whose lies have been revealed? "We all have dark corners, we're complicated people," says Gibney. "There's a little bit of con artist in each of us."

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Businesses For Sale

FT BIG READ. EMERGING MARKETS

The coronavirus pandemic is causing pain in many developing economies as commodity prices plunge. In Brazil's case, the situation is complicated by the president disagreeing with his government's advice. By Jonathan Wheatley and Andres Schipani

n the Thursday before Easter, Jair Bolsonaro stopped off at a bakery near the presidential pal-ace in Brasília. Sipping a Coca-Cola and eating a pão de que ijo, Brazil's president posed for photos with his arm around employees and

supporters.

The following day the former army captain visited a pharmacy in the city. "No one can hinder my right to come and go," he told a tightly-packed throng

Mr Bolsonaro, a far-right populist who surged from semi-obscurity to power in 2018, was making a show of defying the social distancing rules recommended by his own health officials to stop the spread of coronavirus.

On Easter Sunday, his popular health minister, Luiz Henrique Mandetta, a doctor who had spearheaded the meas-ures to tackle Covid-19, pushed back on what many see as the anti-science

approach of the president.

"When you see people going into bakeries, to supermarkets, this is clearly something that is wrong," said Mr Mandetta, whose air of competence has drawn comparisons with Anthony Fauci, the scientist advising US president Donald Trump. Speaking to TV Globo, he added that Brazilians "don't know whether to listen to the health minister or to the president".

On Thursday, Mr Mandetta was fired. Across the developing world, the pandemic is causing a devastating economic crisis - even in countries where the disease has barely arrived yet. Economies are being battered by collapsing revenues from oil and tourism and sudden capital outflows.

The IMF, which has warned about the steepest recession since the 1930s,

'The lack of leadership, the lack of co-ordination, the lack of public policy have turned this into

has already received requests for emergency support from more than 100 countries. While developed nations are throwing money at their slumping economies and struggling health systems, even many of the richest emerging markets lack the resources to act in the same

For Brazil, the pandemic is a double blow. The economy was already in a par-lous state, having yet to recover from a sharp recession in 2015-16. Its public finances were under heavy pressure even before the pandemic; mounting a fiscal response to the decline in the demand will create even greater strain.

On top of that, it has a dysfunctional federal government, with an ideologi cally-charged president openly oppos-ing the strategy for fighting the disease proposed by many in his cabinet, senior lawmakers and the bulk of state governors, even some who were until recently his close allies.

Marcos Lisboa, an economist and head of the Insper business school in São Paulo, warns that the pandemic has hit the Brazilian economy when it was least

prepared.
"This crisis arrived when Brazil was very fragile after several years of low growth, and with a government incapa-ble of taking co-ordinated action in the face of the outbreak," he says. "The lack of leadership, the lack of co-ordination, the lack of public policy have turned this into chaos.

Asset flight

Brazil now has more than 36,000 cases of Covid-19, registering 188 deaths on Thursday alone. But the country felt the financial impact of coronavirus long before its first registered death on March 17. While the global financial crisis was a slow-burning event that took months to spill over into many asset classes, in countries such as Brazil Covid-19 took a matter of weeks.

The Brazilian real was already under pressure at the start of the year as a result of the weak pace of recovery and a steady drop in Brazilian interest rates. As global markets woke up to the threat of coronavirus in late January, a moderate sell-off in the real turned into a rout. The currency has lost more than a quarter of its dollar value this year.

Foreign investors began selling Brazilian stocks, then bonds, at an accelerating pace. Stocks on the São Paulo exchange lost almost half of their value between late February and late March, recently recovering some ground. Even large, well capitalised companies with cash buffers such as oil group Petrobras and mining company Vale saw their long-dated foreign currency bonds lose 30 to 40 cents on the dollar – at any other time, a signal of impending debt restructuring or default.



Jair Bolsonaro presidential residence on April 13. As investors continue to withdraw funds from emerging markets, he has opposed the strategy backed by Brazilian ministers and governors for coronavirus

"It happened so quickly," says Roger Horn, emerging markets bond analyst value; this was priced to panic.'

financial crisis in September 2008.

This adds up to a sudden break in the

supply of credit and a sharp tightening of financial conditions. Across corpo rate sectors, any certainty about the future dissolved. Capital expenditure slowed almost to a standstill.

In Brazil, the economy ministry last month cut its forecast of growth in gross

'We've been saying that in other circumstances the debt won't be manageable. We are now in other circumstances'

domestic product this year from 2.1 per it estimates a contraction in Brazil's economy of 5.3 per cent, deeper than the 3.5 per cent decline in 2015 and far worse than the 0.1 per cent contraction in 2009 during the financial crisis.

Brazil and other big emerging economies came through that crisis relatively unscathed, thanks especially to stimulus measures in China, which sucked in commodity exports from much of the developing world.

This crisis is different. As the IIF said in a recent report it is synchronised across the world and set to be markedly



Pot and pan protests: many Brazilians have joined in the nightly *panelaço* against Bolsonaro's handling of the crisis

at SMBC Nikko, a New York broker. "People weren't thinking about recovespecially bleak. Latin America and the Caribbean, along with emerging

Across emerging markets, foreign investors dumped assets on a scale never seen before. According to the Institute of International Finance, equity and bond markets in 21 large emerging economies suffered crossborder outflows of \$95bn in two and a half months from January 21, more than four times the amount that left in the same period after the start of the global

"There are no longer those big turbo engines to boost EM growth, and this is really a challenging question," says Phoenix Kalen, emerging markets strategist at Société Générale in London. Before coronavirus, she says, the expectation was that developed markets would stagnate over the medium to long term and emerging markets would eventually slow to a similar pace. Now "we can write this year off," she adds.

> demand normalise to previous levels, how much will capacity use rebound?" Emerging economies are also entering this new crisis against the backdrop of sharply higher levels of debt. Over the decade to the end of 2019, according to data collated by the IIF, the total debts of the 30 largest emerging markets rose from \$28tn to \$71tn, or from 168 per

"As we come out of the crisis we will still

have to answer questions — will there be

a new wave of infections, will consumer

worse than the 2008-09 crisis.

EM meltdown

For emerging markets, the outlook is

Europe, will suffer the steepest contrac

tion, according to the IMF, with output

falling 5.2 per cent this year. Only emerging Asia will grow, by 1 per cent

according to the fund, thanks to China

Even before the coronavirus crisis, the

large emerging economies had been struggling to reproduce the levels of

growth seen in the 2000s, when they

outpaced advanced economies by a

wide margin. The end of the commodi-

ties supercycle, declining returns on international trade and disruption of

supply chains caused by the US-China trade war had already raised big ques

tions about what, if anything, would drive their economies in the future.

cent of GDP to 220 per cent. Government debt also rose strongly in some economies, up from 65 per cent of GDP in Brazil to 89 per cent in the last decade, and doubling in South Africa from 32 per cent of GDP to 64 per cent.

As GDP contracts and the amount of debt rises in response to the coronavirus crisis, those ratios are likely to increase. The IIF says South Africa's government debt could soon rise to an unsustainable 95 per cent of GDP.

What we've been saying consistently is that, yes, the debt is manageable now, with these interest rates at this level of risk appetite," says Sonja Gibbs, head of sustainable finance at the IIF. "But under other circumstances it won't be. We are now in other circumstances."

In Brazil, she notes, while the biggest companies may have cash buffers, the corporate sector as a whole does not. Overall, the ratio of short-term debt to cash among Brazilian companies is 66 Investors have fled emerging Accumulated non-resident portfolio



.. with Brazil and Mexico hit especially hard by outflows



per cent, according to the IIF's analysis, one of the highest levels among large

Brazil, along with South Korea and Mexico, is among a handful of countries to have been offered swap lines of \$60bn each from the US Federal Reserve - a repeat of its action in the crisis of 2008-09. This gives those countries a lifeline of dollar liquidity to meet financing needs. But other emerging economies have been left out.

Late on Friday, Brazil's economy ministry laid out an emergency support package of R\$1.2tn (\$223bn) - equal to the entire projected savings over the coming decade from last year's landmark pension reform. It includes support for the poor, for workers, local governments and businesses as well as the health sector. But it is not clear how far it will reach into the real economy. Only about a quarter is new money.

Erratic decisions

Into this rapidly deteriorating economic outlook, the erratic outbursts of Mr Bolsonaro have only added to the sense of drift. The public dispute between the

president and Mr Mandetta had been escalating for weeks. While the former health minister warned that the health system was likely to come under intense pressure in May and June because of the pandemic, Mr Bolsonaro insisted recently that the virus "looks like it is starting to go away"

Adopting many of the positions artic ulated by Mr Trump in recent weeks, Mr Bolsonaro has pushed for a prompt reopening of the economy and promoted the use of malaria drugs chloroquine and hydroxychloroquine to treat people with the virus — advice that Mr Mandetta said was not yet backed by suffi cient scientific evidence. The president has referred to Covid-19 as little more than a "sniffle".

He has clashed with several governors who have largely supported the advice to impose lockdowns. In late March, Ronaldo Caiado, the conservative gover-nor of the central state of Goiás and a one-time ally, said the president's approach was "totally irresponsible".

On Thursday, Mr Bolsonaro slammed

Rodrigo Maia, the powerful speaker of the lower house of Congress, after he had hailed Mr Mandetta as a "a true warrior" of public health following his sacking.

However, the new health minister, Nelson Teich, has supported social distancing, suggesting the president might not completely reverse policy for dealing with the pandemic.

While his counterparts including Alberto Fernández in Argentina and Martín Vizcarra in Peru have imposed strict lockdowns in their countries and saw their approval ratings rocket, Mr Bolsonaro's popularity has fallen. A poll released by Atlas on Thursday showed that 76 per cent of Brazilians opposed sacking Mr Mandetta, while 58 per cent. disapproved of Mr Bolsonaro's handling

of the country.

In recent weeks large numbers of Brazilians have taken part in a nightly *pane-laço* — a time-honoured South American tradition of banging pots and pans while chanting "Bolsonaro out!" outside their windows or on their balconies

Some opposition politicians have even started to talk about an attempt to impeach the president - although most political analysts believe this would be unlikely in the midst of a crisis. Unlike Dilma Rousseff, his leftist predecessor whose ratings sunk before her impeach-ment, he still holds a power base of support, but critics warn about the impact of his performance during the crisis.

"In addition to the risks he poses to democracy and public health, Bolsonaro also brings the country to a standstill while we all wait for his erratic decisions," says Daniela Campello, a professor of politics at the Getúlio Vargas Foundation. "Will we survive?"



FINANCIAL TIMES

Without fear and without favour

MONDAY 20 APRIL 2020

How to secure the future of the eurozone

Macron is right that without solidarity the single currency could fail

The economic and human devastation inflicted on Europe by the coronavirus pandemic is so severe that the survival of the eurozone and the postwar project of European integration as a whole is in peril without greater soli-darity among its member states. That was the stark warning issued by French president Emmanuel Macron in an interview with the Financial Times last week. He is right. Europe, as he put it, is facing a moment of truth.

Jobs are being lost and output crushed everywhere. But the pain will be uneven. Mediterranean countries with important tourist industries may suffer longer than manufacturing economies as foreign visitors stay away in their millions this year. They also entered this crisis saddled with the legacy of the last one: high unemploy-ment, large public debt burdens and, in some cases, weak banking sectors.

Every day reveals the economic damage and the price governments will have to pay to try to cushion the blow. Italy and Spain are already worrying about the affordability of crisis-fighting measures, spending considerably less than France or Germany. The Italian and Spanish deficits are likely to balloon since release from economic lockdown will be slow and piecemeal at best. Debt to gross domestic product ratios will soar. Italy's will climb to 155 per cent next year, the IMF predicts. It could rocket beyond sustainable levels in the years afterwards if the economy flatlines and borrowing costs rise.

Such a prospect could persuade investors to dump Italian debt, pushing the country into a spiral from which it could be hard to escape. If Rome tightened its belt in a slump it would deepen the crisis and turn Italians fully against the euro and into the arms of the populists. The market sell-off would spread apocalyptic scenario Mr Macron fears.

It is closer to reality than some in northern Europe would care to admit.

For now, the pressure is contained thanks to the might of the ECB, whose asset purchases have suppressed borrowing costs — although Italy's have begun to rise again. But the ECB's €750 Pandemic Emergency Purchase Pro-gramme will be wound up later this year and regular bond-buying will be harder to sustain if a recovery gains traction in the north.

It would help if Rome tapped the European Stability Mechanism, the eurozone's rescue fund. True, its loans would add to Italy's debt pile. But they are cheap and they come with few strings attached. More importantly, they bring potentially unlimited bond-buying from the ECB should its other programmes have to be scaled back next year. But tapping the ESM has become a taboo. Matteo Salvini, leader of the Eurosceptic League, equates it with subjugation. The Five Star Movement, one of the governing parties, is

For these reasons European leaders will need to go much further to safeguard their cherished project when they meet for their video summit later this week. To relieve the pressure on the weakest members and give them the means to rebuild their economies, the eurozone needs to embrace the idea of mutual support.

Coronabonds are too emotive. But there are proposals for a time-limited recovery fund, with EU debt issued either on the back of member-state guarantees or the EU budget. Money would be paid out in grants but repaid according to the strength of a country's recovery. Many details need to be worked out. There would have to be conditions. But the scale of this crisis requires a demonstration of exceptional solidarity. Without it, political support for the euro will evaporate.

Covid-19 is bringing out protectionist instincts

'Piracy' in obtaining vital supplies may rebound on those responsible

As death rates from coronavirus rise, so do those frequent concomitants of calamity: protectionism and zero-sum struggles for advantage. Scrambling to obtain vital medical equipment from ventilators to face masks, several countries or regions have alleged shipments destined for them were mysteriously diverted elsewhere - mostly to the US. The White House has denied "piracy", insisting instead it is trying to clamp down on it. Some US state governors have accused foreign governments of similar skulduggery. Evidence is often murky. Ensuring life-saving equip-ment gets to where it is needed, however, could hardly be more important.

The backdrop is serious shortages driving up prices. Many suppliers insist they are not price-gouging but reflecting soaring costs — again from the spike in demand — for raw materials. But those trying to source goods talk of bidding wars against other buyers, both with manufacturers and a web of brokers and distributors. Some Chinese manufacturers have told the FT they decide who to ship to by seeing whose money arrives first. Some governments complain their procurement rules bar such prepayments for goods.

Protectionism can go to the highest levels. Washington rang alarm bells this month when it invoked a law dating from the Korean war - the Defense Production Act — to order 3M to produce more of its sought-after N95 respirators. President Donald Trump also demanded the company stop selling the masks to Canada and Latin American countries. Dismayed Canadian officials talked privately of betrayal.

The White House and 3M finally agreed on a compromise in which the company will import 166.5m masks to the US from China, Singapore and South Korea in the next three months, but can continue exporting from the US to Canada and Latin America.

In other cases where foreign buyers have pointed fingers at the US it is less clear whether the White House is directly to blame, or the frantic competition among US states which Mr Trump has left to fight it out for supplies. Two French regions and some impoverished states in north-east Brazil have claimed that shipments of equipment they ordered ended up instead in America. German officials accused the US of "confiscating" a consignment of respirators en route from China to the Berlin city police during a stopover in Bangkok. Andreas Geisel, Berlin's interior minister, called it "an act of modern piracy". 3M, said by German media to be the manufacturer,

said it had no evidence of any seizure. In truth, not just the US has veered into protectionism. The Global Trade Alert team at Switzerland's University of St Gallen says 75 countries have introduced some export curbs on medical supplies, equipment or medicines this year. They include most EU coun-

tries, India, China, Brazil and Russia. The tussles over ventilators and masks could spread further, into drugs found to be useful in treating Covid-19, and testing equipment as countries start to emerge from lockdown. Urging countries to show restraint in ordering only what they strictly need, and sup pliers to avoid profiteering, may seem a vain hope. But companies, distributors or public authorities acting irresponsi-

bly deserve to be named and shamed. Ultimately, governments seeking supplies should take a long-sighted view of their interests. Some appear to be doing so: the St Gallen unit says 79 countries have liberalised trade in medical supplies this year. The danger of a second wave of Covid-19 infection already looms large. Any countries that restrict or divert vital supplies now may find their behaviour rebounds on them in a few months' time.

Letters

Corrections: corrections@ft.com If you are not satisfied with the FT's response to your complaint, you can appeal

Attitudes to women working from home may change forever

The coronavirus-imposed work overhaul may well benefit working women in the long term. From my point of view, it has been interesting to witness an imposed and indiscriminate "working from home" arrangement. Usually thought to be preferred by working mothers, working from home has sometimes been stigmatised and labelled as the "mummy track": a path corporate women might desire to take after having children. Today, women

and men, chief executives and personal ssistants, husbands and wives, have all been forced to work from home and more importantly, to "make it work".

Company executives and business leaders have hopefully experienced first-hand that excellent work can be achieved anywhere and that working from home does not equal work of lesser quality. On the contrary, productivity can be heightened by cutting commuting time and by

avoiding unnecessary meetings. Predictions estimate that the

working structure post-Covid-19 will be forever changed. The greatest change, in fact, could be society's attitude towards working from home. With its effectiveness proven and the stigma gone, both men and women could be recognised as being able to do their jobs confidently and effectively, wherever their desk is situated

The greatest benefit, however, could

be for women. With men recognising the value of working from home, women could more freely choose flexible working arrangements without any stigma attached to it. They could do this while maintaining a full-time job and more importantly, without losing traction in their careers. Women could very well win the race, from home or the office. Barbara Judge London SW1, UK

A plea to exclude blame from the public inquiry

While I am not one of the great (though, occasionally, of the good, I hope) so my opinion carries little weight, I do want to say how much I agree with the need for a public inquiry into the response to the coronavirus outbreak in the UK (Letters, April 16). May I add one plea? That in its terms of reference, blame should be excluded. Those questioned must be able to admit that things might have been done otherwise with better outcomes.
But how could the judgment be

made? It is so important to accept that the response to the crisis has been carried out with the best of intentions as the best way forward. To admit that other ways could have produced quicker or better results must be part of the record for those who have to cope with other crises of similar nature. Honesty without threat is vital. Ben Hopkinson Warkworth, Northumberland, UK

Truman's commitment had bipartisan support

Janan Ganesh draws illuminating parallels between Joe Biden and Harry Truman ("Biden is the last, best hope for globalists", April 16). But there is one element that raises questions for what comes after this November's election if the Democrat wins. As he committed the US to

internationalism, Truman enjoyed bipartisan support from the Republican majority elected in 1946 for his commitment to internationalism. Arthur Vandenberg, the Republican chairman of the Senate Committee on Foreign Relations, declared that Pearl Harbor had "ended isolationism for any realist", and leading members of his party threw their weight behind the Marshall Plan and other initiatives. Would Mr Biden enjoy similar support from the other side for a relaunch of globalism? Jonathan Fenby

Attlee was Britain's own 'humble leader'

Janan Ganesh is entitled to hope that Joe Biden can "make the planet safe for globalism" (April 16). In the aftermath of crisis, even humble new leaders find opportunities to implement profound change. Harry Truman offers a fine example, but Britain has one of its own. Winston Churchill considered Clement Attlee "a modest man with much to be modest about". The NHS and Britain's independent nuclear deterrent stand as testimony to Attlee's wisdom.

Prof Tim Luckhurst Principal, South College, Durham University, UK



Lockdown has shown that excellent work can be achieved anywhere —Alamy

Italian banks are part of the solution to the crisis

Miles Johnson's Inside Business column "Salvini's anger at short sellers would be better aimed at banks" (April 16) depicts Italian banks as a potential threat to Italian savings, at the very moment when they are engaged in an extraordinary effort to provide relief to Italian companies, mid-caps, SMEs and households, under both statutory and voluntary schemes. Was it ill-timed?

In order to support criticism of the short selling ban, Mr Johnson compares the stock exchange performance of Italian banks to the performance of other industries. In doing so, he fails to take into consideration the regulatory pressure that has affected European banks in the last few years, allowing for an increased resilience although at the price of a lower return on equity for shareholders. Such prudential regulation is not in place for other industries, for which a public interest in their stability is not deemed to exist. Therefore, just comparing banks' stock price performance to the national allsector index makes little sense in itself.

He then totally disregards the increased resilience I refer to. Since the beginning of the 2008 financial crisis, Italian banks have shown success in making the national sector safer and more solid. They have more capital and most importantly, they have better-quality capital. Restructuring and consolidation have also gone ahead. At year-end 2019, the Italian banks' gross NPL ratio drop to about 6.5 per cent (or 3.3 per cent if measured net of loan loss provisions) from its peak of more than 16 per cent (or 9.6 per cent in net terms) during the crisis. The substantial improvements of Italian banks have been widely recognised by European and national supervisory authorities.

Considering that the impact of Covid-19 will be hard everywhere in the world, it would have been fairer to say that Italian banks are facing the emergency with strong fundamentals and in the position of being part of the solution, not an additional threat. Giovanni Sabatini

General Manager, Italian Banking Association

Hard to justify testing of

exclude a small number of asymptomatic carriers from the remaining 1 per cent. For the rest, it would only prove they are virus-free today. This may not be the best use of precious medical resources. No one (not South Korea, not Germany) has done testing on this scale. Rapid testing of individuals including workers still on the job who develop symptoms followed by social isolation and contact tracing of those who test positive is arguably imperative. But mass testing of asymptomatic individuals before they return to work is difficult to justify.

those with no symptoms

In your editorial "Trump should leave the virus response to experts" (April 16) you suggest that "a vast increase of testing for all Americans" would allow "a staggered return to work for those who have proof of their health status". Proof of what exactly? From all available information, 99 per cent of the people in most places have not been infected and thus have no immunity. In Northern California, for example, the number of confirmed cases is one-half of one-tenth of 1 per cent of the population. So you can't mean that only those who have tested positive may return to work.

At most, the test might identify and

Robert Denham Oakland, CA, US

What we choose to do next will affect the planet

French president Emmanuel Macron says that it is time to "think the unthinkable" ("FT Interview, April 17), and that we are in a state of "profound anthropological shock". However, the tragedy of this pandemic has demonstrated that we have a choice about how our system of capital and finance works. Profit is an empty purpose if you are left only with a dilapidated planet to spend it in. UK citizens collectively hold greater

wealth in their pension and investment assets than in their houses, and through those shares, bonds and other investments we have the power to make the change we need to protect ourselves and our society, and make our contribution globally against future crises, of which the next most pressing and urgent will be the climate crisis.

The coronavirus threatens to open up old divisions just as the world was moving towards consensus, but we have the power as individuals to reach out and put our money to work to build a more resilient and sustainable economy and society.

Bruce Davis

Joint Managing Director, Abundance Investment, London W10, UK Visiting Research Fellow, Bauman Institute, University of Leeds

It was 1943. What could the Raj have done?

Amartya Sen says: "During the war years, in contrast with the better sharing of food and healthcare by the British public, the terrible 1943 Bengal famine occurred in British India, killing nearly 3m, which the Raj did little to prevent." ("A better society can emerge from the pandemic", April 16.)

In 1943 Britain was fighting for its life; oxen, the main means of transport in India, consume the contents of a fodder cart in only a few days of travel.

In these circumstances, what does Professor Sen think the British lan Maitland London SW1, UK

Correction

● Libra's multi-coin currency will be available when the project launches, not at a later point as wrongly stated in an article on April 17.

OPINION ON FT.COM David Oliver

The intensive care unit is not the best place for all Covid-19 patients

An attempt to solve Africa's poverty riddle

Book review David Pilling



Know The Beginning Well: An Inside Journey Through Five Decades of African Development Africa World Press, \$39.95

Early on in his book, the Ghanaian economist and career technocrat KY Amoako, asks: "So why is Africa still poor?" The question is triggered by his reflections on the 60th anniversary of Ghana's independence in 2017.

Kwame Nkrumah, the country's liberation hero and a childhood idol of the author, epitomised the optimism and pan-African idealism that fuelled the anti-colonial movement. But Nkrumah, who was ousted in a 1966 coup, was also the embodiment of Africa's shattered dreams. Though Ghana is among the most stable countries on the continent, many of its people still live in poverty.

If Amoako's book purports to solve this riddle, then, on balance, it fails. "The answer", as he says himself somewhat limply, "is not so clear cut." But the engaging book succeeds on many other levels. Above all it is a story of how institutions work - and how they fail. It is also the surprisingly sentimental journey of an African of relatively modest beginnings through the privileged corridors of the World Bank and then the UN, where Amoako became head of the Economic Commission for Africa.

When he joins the Bank in 1974, Amoako finds himself a "stranger in a strange land", in a "button-down culture" by no means immune to the racist and sexist attitudes of the time. He is mocked for his Ghanaianaccented English and denied jobs where it was deemed that the Bank's clients — sometimes African governments themselves — would not

take kindly to receiving advice from an African. Partly thanks to his own efforts, attitudes begin to change. Later in his career, he appoints so many women to one department he is told to redress the balance.

The best description of the Bank comes not from Amoako, who sometimes pulls his punches, but from James Wolfensohn, president from 1995. Amoako quotes him as calling the Bank "woefully out of tune" but nonetheless "still the right instrument to play" in its self-appointed mission of tackling poverty, protecting the environment and fostering social justice. Many would contend that its record is blemished, to say the least.

In one important section, Amoako offers a mild defence of the infamous Berg report of 1981 — Accelerated Development in Sub-Saharan Africa whose author, Elliot Berg, pushed a heavily free-market prescription. Berg recommended economic liberalisation instead of the statist vision that had worked in parts of Asia — and was favoured by many Africans.

His report provided the intellectual foundation for the "structural adjustment programmes" of the 1980s and early-1990s through which the Bank lent money on the basis of rigid - and often ruinous — polices characterised by austerity. Such policies, Amoako writes, "only seemed to reinforce the notion of an institution unmoored from the human

side of economic development". Still, he is right to criticise African leaders who, 30 years later, were still

projecting their own failures on to the Bank. He defends the reasonable idea that lending should come with some strings attached, not least that money should not be stolen — a concept that the Bank refers to by the typically treacly euphemism of "good governance".

It is all a long way from Amoako's beginnings in Ghana, where he was raised by his father who took charge of his upbringing after divorcing his mother. Amoako first met his mother — briefly — when he was 12. The first time he slept under the same roof as her was as a 24-year-old heading off to Berkeley to write a PhD on Ghana's exchange rate regime. He found himself shocked by the poverty in which she was living. Years later, his US-educated daughters communicate with their Twi-speaking grandmother through an interpreter. That is a sign of the gulf between their lives, and perhaps a metaphor for the distance between institutions such as the Bank and the people they purport to serve.
The book's title comes from an

African proverb: "If you know the beginning well, the end shall not trouble you". By knowing the history, Amoako contends, the continent's leaders and policymakers will be better able to chart a course towards "inclusive growth and prosperity".

For an account of the "beginning", this book is well worth reading. As a guide to how this will end for Africa, it is less satisfactory.

The writer is the FT's Africa editor

Opinion

Why China is losing the coronavirus narrative



h en Roger Roth received an email from the Chinese govern-ment asking him to sponsor a bill in the Wisconsin state legislature praising China's response to coronavirus, he thought it must be a hoax. The sender had even appended a pre-written resolution full of Communist party talking points and dubious claims for the Wisconsin senate president to put to a vote.

"I've never heard of a foreign govern-ment approaching a state legislature and asking them to pass a piece of legis-lation," Sen Roth said told me last week. "I thought this couldn't be real." Then he discovered it was indeed sent by China's consul-general in Chicago. "I was astonished . . . [and] wrote a letter back: 'dear

It is impossible to see this episode as

anything but another disastrous own goal in Beijing's attempts to boost its global standing in the time of coronavirus.

From the deplorable treatment of African citizens in southern China to the export of faulty medical equipment, or the official endorsement of conspiracy theories blaming the US military for the outbreak, most of the Communist party's efforts to control the international narrative have backfired.

Some assume the west's chaotic and early response allows China to step into the global governance vacuum. Even allowing for questionable data, China has so far reported under 5,000 deaths, versus almost 30,000 in the US and nearly 20,000 each in Italy and Spain. But Beijing's attempts to take advantage of the situation are more likely to leave it isolated and distrusted on the world

stage when the crisis recedes. Wang Jisi, a legendary scholar at Peking University, says the virus fallout has pushed Sino-US relations to their worst level since formal ties were established in the 1970s. He describes bilateral economic and technological decou-pling as "already irreversible".

The shift has been striking in the UK too, where influential Conservatives

have called on the prime minister to be tougher on China, the British press has become more critical, and intelligence agencies have promised to focus on the threat from Beijing. In Europe and Australia, governments have rushed to block Chinese companies from buying assets cheaply amid economic carnage. And Tokyo has set aside \$2.2bn explicitly to help Japanese companies move

Beijing's apparently self-defeating behaviour abroad makes sense in the domestic political context

their supply chains out of China.

But it is not just the US and its allies that have soured on Beijing. North Korea, China's only treaty ally, was the first country to close its northern border at the start of the outbreak, despite Beijing's objections to international travel bans. Russia quickly followed. Even Iranian officials have criticised China for hiding the extent of the outbreak.

Some of the criticism is clearly unfair. Populist western politicians such as US

president Donald Trump have attacked Beijing to deflect from their own failings. There is also a hint of racism in the calls to shut down "disgusting wet mar-kets". But Beijing could have gained far more sympathy if it had switched quickly to a strategy of transparency and co-operation. Instead, it arrested people who criticised its cover-up, and launched a global propaganda cam-paign to raise doubts about the Chinese origin of the virus and assert the superi-

ority of its authoritarian system.

Many multinational companies have been badly burnt since Beijing effec-tively sealed its borders and cancelled visas last month. The expulsion of much of the US press corps from Beijing will also harden international attitudes. China's main government mouthpiece has even threatened to withhold medi-cal supplies and block medical exports to the US so it can "cast America into a

novel coronavirus hell". All this will accelerate calls in Washington and elsewhere for rapid decou-pling from Chinese supply chains. This apparently self-defeating behaviour makes more sense when you consider the domestic political context.

This is the biggest crisis that President

Xi Jinping has faced since he took power in 2012. The Communist party's legiti-macy has been damaged by early mistakes and the crackdown that followed. Mr Xi knows the coming economic crisis will erode support further. In the 2008 financial crisis, Beijing identified 8 per cent annual growth as the minimum to stave off social unrest. China's economy shrank 6.8 per cent in the first quarter.

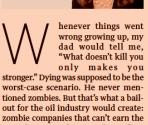
Doubling down on vituperative nationalism can distract the populace, even if it damages China's global reputa-tion in the medium term. That explains why diplomats risked turning someone such as Senator Roth, a hitherto neutral bystander or even potential ally of Chinese trade diplomacy, into an enemy.

China's goal was to publicise the reso lution in state propaganda to validate party rule back home. But now the Wisconsin senator plans a very different bill. While praising the Chinese people, it will "strip the brutal Chinese Commu-nist party naked for the world to see . . . as well as the damage it has done to the whole world through covering up this coronavirus," Sen Roth said. It is likely to pass with a hefty majority.

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A bailout of the oil industry is a fate worse than death





with taxpayer dollars.

The oil patch in the US has been hit by a double whammy. The Saudi-Russian fight for market share helped drop the price of West Texas Intermediate, the American benchmark, to just above \$20 a barrel. Then came coronavirus lockdowns, and an unprecedented collapse in demand for oil. While Easter Sunday's Opec+ deal should reduce the supply glut, it is dwarfed by demand problems: WTI fell to below \$19 a barrel soon after.

cost of staying in business, kept afloat

With storage facilities near full, there will soon be no place to put the oil. Drillers, producers and oilfield servicers will be forced to halt production and lay off workers. Washington is now in bailout mode. The Trump administration offered storage space in the Strategic Petroleum Reserve. The Energy department is developing a plan to pay produc-ers to leave crude in the ground.

There are valid economic arguments

for a bailout. Energy is an important driver of investment. The last time WTI dropped significantly, in 2015-16, capi-tal expenditures contracted and the US fell into an industrial and manufacturing recession. Employment in the oil and gas sector fell by about one-third.

The business model for many exploration and production firms was broken before prices fell

Some say it contributed to the discontent that pushed Donald Trump to the

presidency in 2016. But the business model for many exploration and production companies was broken before oil prices fell. Fuelled by cheap credit, US shale producers bor-rowed heavily to invest in drilling, causing the US energy bond market to triple in size over the past decade. The focus has been on producing quantity to conquer market share and the flood of oil has yielded low returns for equity investors, as frackers reinvested windfalls and raised top executive pay. US fracking pioneer Chesapeake Energy, for example, hasn't generated a single year of positive free cash flow in the past decade. As debts rose along with oil sup-

plies, a shakeout was inevitable.

A bailout would throw good money after bad, propping up an industry desperately in need of productivity gains and consolidation. Instead, the industry should be left to adapt. According to analysts at Rystad Energy, shale producers should be able to cut costs by 16 per cent this year, productivity gains that would not happen with government funding. High-cost or highly indebted ture - should be taken over by larger. solvent companies. While that would result in bankruptcies and debt write-offs, it would reduce financing costs for those left standing. The industry would come out stronger and more profitable.

a bailout is that bankruptcies threaten investors and banks with big losses. That's the nature of capitalism. Investors take risks and are often rewarded with high returns. Sometimes investments go south and they have to absorb losses, but it's not a systemic risk. A compilation of annual disclosures by Bloomberg News shows Citigroup, Bank of America, Wells Fargo and JPMorgan are the largest US bank energy lenders. Only about 1 to 3 per cent of their portfolios are exposed to the industry. A series of defaults would hurt, but it would not alone bring down the big banks.

A backhanded industry argument for

Of course the government should offer support for energy workers facing lay-offs, along with all those losing their jobs in the crisis. But while many comanies closed by coronavirus were healthy beforehand, many in the oil industry were already on a path to failure. This is no time to create zombies.

The writer is a senior fellow at Harvard

The new age of American austerity



mericans are traditionally the world's consumers of last resort. But that's about to change. Even when what the IMF is calling the Great Lockdown ends and we emerge from the immediate coronavirus crisis, the economic ramifications of this moment will produce a new age of US austerity.

The idea of Americans penny pinching for any prolonged period may seem unlikely, despite currently living through the sharpest downturn since the Depression. Today's economy, after all, is built on consumption. Since the 1980s, the US has incentive

ised debt over savings for both consumers and corporations, and encouraged the growth of a financial sector that has repeatedly brewed up asset bubbles to support the spending that real eco-nomic growth could not.

In fact, the decade between the 2008 financial crisis and this one saw the creation of a vast asset price bubble in just about everything. That bubble is now bursting, exacerbating the economic changes that the pandemic has brought, be that a massive increase in public debt, the reshoring of international supply chains or technology-forced shifts in labour markets.

In many ways, the US has been here before. The period leading up to the 1929 market crash and its aftermath closely mirrors our recent past. It also suggests where we may go next: a new era in which Americans must save and produce more — and consume less.

Like the decade leading up to the financial crisis, the Roaring Twenties were marked by technological wonders, easy money (including a 1921 rate cut by the US Federal Reserve that set the stage for a stock market bubble) and massive income inequality.

Working-class wages stagnated, while the wealth of the upper class rose, buoyed by rising asset prices. Then, as now, when people couldn't afford to buy, they borrowed: in the 1920s, Americans bought more than three-quarters of major household items on credit. They also began investing in securities en masse for the first time. As Harvard economic historian Edwin Gay put it in a 1932 article in Foreign Affairs: "They were not . . . educated in the use of credit; they simply received a new

vision of its possibilities."

All that ended in tears in 1929. But the changes in behaviour that grew out of the crash created a generation of people like my grandmother, who would use a tea bag several times before throwing it away. The personal savings rate of Americans soared from around zero in the early 1930s to as high as 28 per cent during the second world war.



This is crucial. Like today, government spending rose sharply in the 1930s to stave off an even bigger downturn. Federal spending was just above 3 per cent before the Depression. It rose to 10 per cent afterwards, and kept rising to over 40 per cent by the end of the 1940s. Then, as now, the budget deficit soared. Unlike today, however, private savings rates were far higher. Indeed they were positively Chinese, in part because forced rationing limited consumption, while incomes rose amid strong exports

and war-related economic expansion. It will be harder to achieve similar gains today. Reshoring supply chains could benefit parts of the US industrial sector and boost wages, in a win-win for businesses and workers; Germany's

Debt is a national burden shared by all taxpayers. We need to think about how to incentivise savings Mittelstand firms may be a model. But in the short term, deglobalisation will raise prices for everyone. Companies that survive the lockdown

will meanwhile replace as many work-ers as they can with software, so unemployment will remain high. Public sec-tor spending will also skyrocket, with US federal debt growing from nearly 80 per cent of gross domestic product before the crisis to over 100 per cent by October, and then probably higher still. This will further hurt economic performance: academic opinions about worrisome debt thresholds vary, but it's clear that high and rising debt levels do dampen economic growth.

What the US government is doing now isn't some sort of productive Keynesian spending programme, but a full-scale bailout of everything. Perhaps some wise fiscal stimulus in areas like infrastructure will make some of that additional debt load more productive. But it's hard to see how that will offset the huge economic headwinds that we face. This isn't the 1990s and the US economy

will struggle to grow out of the situation. The solution, based on history, is

clear. Americans are going to have to save a lot more. In 2010 a prescient McKinsey Global Institute study, of 45 episodes of deleveraging in mature economies since 1930, showed that half involved sustained periods of austerity, slow credit growth and higher savings.
This doesn't mean we don't need the

vast government spending being implemented now. But it does mean the US needs an honest conversation about where to go from here.
Ultimately, debt is a national burden

shared by all taxpayers. Policymakers therefore need to think about how to incentivise savings: trimming every unproductive debt and leverage loophole from the tax code is a good place to start. In time, the Fed will also have to explain how it will shrink all that debt off its balance sheet. And everyone will have to think about thrift. Enter the new age of American austerity.

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Italy is in more danger than the eurozone knows



he spread between Italian and German bonds rose last week to around 2 percentage points. Why should that be so? Unlike in 2012, there is no looming threat of a liquidity crisis. The European Central Bank's Pandemic Emergency Purchase Programme will probably ensure that the Italian government is safe to issue whatever debt it needs this year. Rather, Italy's problems are of a different nature.

As of the end of last year, Italy's public sector debt was 136 per cent of gross domestic product. Over the previous decade, it had increased by 30 percentage points. If you assume that the coronavirus lockdowns leave Italian GDP 10

per cent lower than in 2019, and if outstanding debt increases by 20 per cent, then its debt-to-GDP ratio balloons to 180 per cent. When debt rises and output falls at the same time, these ratios shoot up fast. So what should Italy do? I see three

courses of action. My expectation for this week's virtual meeting of EU leaders is a compromise on a restructuring fund. Once the applause fades and peo-ple look at the details, they will realise it will have no macroeconomic relevance. This will leave the ECB, once again, as the only EU institution that matters. Its pandemic programme will do the necessary this year.

But what about afterwards? The only available instrument left for the ECB to deploy is former president Mario Draghi's "outright monetary transactions" — the never-launched programme that will forever be associated with his 2012 promise to "do whatever it takes" to save the eurozone. This would allow the ECB to undertake unlimited purchases of Italian debt, but only if Italy applies to the European Stability Mechanism for an enhanced conditions credit line. This is like an overdraft facility with some mild conditionalities. It is not the facility itself that matters, but its link to an ECB programme. Yet there does not appear to be a

majority in the Italian parliament for ESM support. Nor is it clear that the ECB would agree to trigger OMT. The argument is that it is not intended to address

It is hard to overstate the turn to Euroscepticism. That will not go away when lockdown ends

looming insolvency.

Another course is for Italy to default, or seek a debt restructuring. This may be compatible with eurozone membership, but would need ECB involvement as otherwise Italian debt would lose its status. Domestic banks are another priority. As they hold much of Italy's sovereign debt, default could lead to bank failures. Still, as Irish economist Karl Whelan points out, Italy could "haircut' its bonds and win enough savings to nationalise and save them. Investors would be wiped out but deposits saved.

Finally, there is always the spectre of a eurozone exit. It is not a probable event. But then again, nor was Brexit. As happened in the UK, Italians are beginning to blame the EU for everything that is going wrong. I heard a story of someone blaming the Dutch for the delay in their unemployment payments. This is an absurd accusation, of course. But the Five Star Movement, the senior partner in the ruling coalition, may see an opportunity to revive its flagging political support and play to rising anti-EU sentiment. It is hard to overstate Italy's dramatic turn to Euroscepticism. It will not go away when lockdown ends.

Emmanuel Macron is right to warn about the unravelling of the EU. I fear, however, that the French president will avoid a long-overdue confrontation

with Germany, which remains sceptical about the idea of eurozone bonds. Unless he is willing to get such a bond under way with a smaller group of member states, his threat is cheap talk. If Giuseppe Conte, Italian prime minister, acts in the spirit of his predecessors, he will agree to a foul compromise and discover later that the costs outweigh the benefits. Once that realisation sets in, there will not be many good options left.

When northern Europeans discuss eurobonds or similar instruments, they frame the debate in terms of solidarity and charity or, in the Dutch case, as a gift. They do not see it as risk insurance. There is zero appreciation in Germany, and, I suppose, the Netherlands too, of a potentially catastrophic downside to their financial sectors and their economies were Italy to default.

Yet, default becomes increasingly

probable if politics rules out alternatives. If or when that happens, the eurozone will not be ready.

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FINANCIAL TIMES Monday 20 April 2020



Hit for six India's lucrative cricket league gets battered by coronavirus © COMPANIES & MARKETS

All rise for Saint Jacinda, a leader for our troubled times



Pilita Clark **Business Life**

Thursday did not start well for Matt Hancock. Britain's 41-year-old health secretary began a morning television interview looking like a glummer version of the chipper, Cheshire-born economist he was before he became an MP 10 years ago. It got worse as he was pounded for a string of government blunders over coronavirus testing and equipment failures. Then came a question that went something like this: In New Zealand, where they have had just two Covid-19 deaths per million people (in the UK it's more than 200), prime minister Jacinda Ardern has just said she and her ministers would take a 20 per cent pay cut to show solidarity with those struggling financially because of the outbreak. Will you?

"Well I'm not proposing to do that," said Mr Hancock. "What I am proposing to do is work every hour that there is." Asked the same question, Australia's prime minister, Scott Morrison, said firmly: "It's not something that's being considered."

The first thing I thought about this was that it was unsurprising. Ms Ardern has been a model of compassionate leadership in this crisis. The second thing I thought was the leaders she is showing up must be



starting to loathe her. It's not that she is perfect. Before the outbreak she was in trouble for failing to deliver on a slew of housing, poverty and tax plans, having once declared 2019 would be her government's year of "delivery".

She is also in charge of a relatively remote and uncrowded country that the virus took longer to reach. And it is too early to be certain of her ultimate success. But astute Londoners stranded in New Zealand during the crisis, and others who have recently moved there, confirm there are at least four important Ardern leadership lessons that deserve attention, starting with her under-appreciated command of

One day during the 2017 general election campaign that eventually resulted in her prime ministership, she toured a factory that made fibreglass insulation known as pink batts.

As a New Zealand Herald journalist

66 The leaders the New Zealand prime minister is showing up during this global crisis must be starting to loathe her 99

wrote at the time, when she was asked a few days later if she could remember what a batt was made of, she said it included recycled glass. What kind of glass? "Off-cuts of window glass." What temperature is the molten glass when heated? "1,200 degrees." And so on.

A mastery of minutiae may have helped Ms Árdern deliver a second lesson in the importance of co-ordination, which is said to be very evident within her government.

Contrast that with what happened to

me last week as I tried to pin down why the UK's Covid-19 travel restrictions were so much looser than those in other countries. Public Health England suggested I try the Foreign Office. The Foreign Office said I should contact the Health department or the Home Office. The Health department said I should contact the Foreign Office and the Home Office. The Home Office said I should contact the Cabinet Office. The Cabinet Office said I should contact the Foreign Office and the Health department

Care for detail and co-ordination leads to a third factor: smart policies, like New Zealand's plan to fund wider pavements and cycle paths to help people stay further apart. Or the two

dedicated education TV channels it has launched to help home schooling. Or the effort to send thousands of laptops and learn-from-home materials to students, while trying to boost their internet connections. It is even better if, while doing all this, you are honest enough to say there will be problems.

"This is a big complex project that is being undertaken at pace so we know it will take time to get it right," the NZ education ministry says on its website. Compare this with other leaders' repeated insistence that no mistakes have been made, a dangerous ploy at a time when public trust is vital.

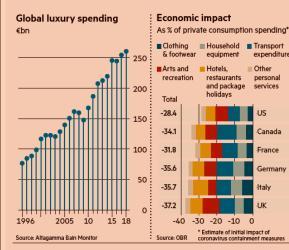
Ms Ardern's communication skills have already been praised in this column. Since then she has doubled down, confirming the Easter bunny was considered an essential worker. And when asked if she had contacted the New Zealand nurse Boris Johnson said had helped him survive Covid-19, Ms Ardern said she had tracked her down on Facebook and sent a message.

Yet the main point is not just that she is caring and outwardly normal. She is also clearly competent at a time when so many others are not.

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Lex

Consumer spending: urge to splurge, on hold



Hard times play out differently for the rich. "Remember, when our customer tightens their belt, it's generally ostrich or alligator," said the boss of upmarket department group Neiman Marcus, as he eyed the advancing 2008 recession

Now as then, many businesses are counting on the better-off. Some may have more to spend as a result of the lockdown. The richest fifth of British households normally blow a fifth of their spending on eating out and holidays, compared with just 12 per cent of the poorest fifth, said the Institute for Fiscal Studies think-tank

After the pandemic, some might be keen to spend quickly the money they were forced to save. In China such buying binges have been dubbed "revenge spending".

Splashing cash may not fit the mood of the times. It could be seen as divisive, especially given the important role played by poorly paid key workers during the pandemic.

Moreover, higher unemployment and taxes will depress consumer confidence. lpsos Mori surveys found the economic anxieties of the affluent post-2008 took

Airlines such as Lufthansa forecast it will be years until the demand for air travel returns to pre-crisis levels. Eating

out might take eight years to recover, if it followed the pattern of the recessions of 1990 and 2008, said analysts at Barclays. The impact could be more severe if social isolation becomes

expenditure Other

"normal", they said. But predicting consumer behaviour is tricky. To take one example, few economists foresaw the surge in UK consumer spending immediately after the Brexit vote. It is possible the desire to spend will be sharpened by the current misery of lockdowns.

There are precedents. In 14thcentury Europe, sumptuary laws were passed to limit the rise in conspicuous consumption following the Black Death. Something similar happened in the hedonism of the "roaring twenties" and the extravagance of Christian Dior's postwar 1947 "New Look" fashion.

Periods of great crisis always lead to an increase in the propensity to buy, Jean-Christophe Babin, boss of LVMH's jeweller Bulgari, told Vogue magazine last week. That might sound like wishful thinking from an industry peering over the abyss. Luxury sales are forecast to fall more than a third this year.

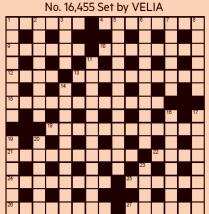
The sector must hold out hopes that a pent-up desire to live life to the full will be unleashed once the pandemic

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