

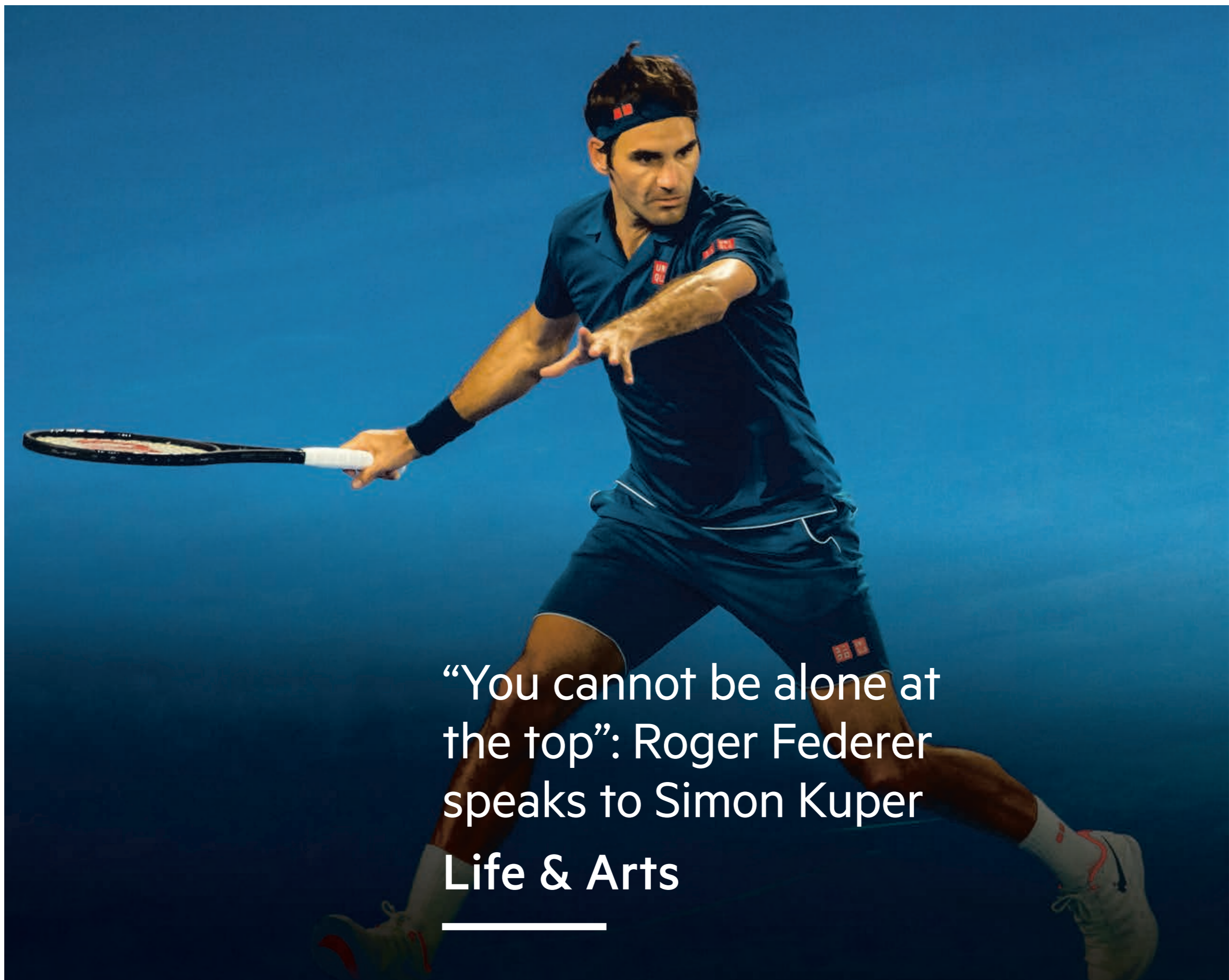








# FT Weekend



“You cannot be alone at the top”: Roger Federer speaks to Simon Kuper  
**Life & Arts**

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## FT INTERVIEW

The west tried to isolate Moscow after the 2014 annexation of Crimea. But as he heads to the G20 summit in Japan, Vladimir Putin is confident that his country has restored its influence and that history is on his side.

By Lionel Barber and Henry Foy

Just before midnight, Vladimir Putin perks up at the mention of the word “risk”. It encapsulates the man and his 20 years in power.

Latterly, Russia has embarked on a growing number of foreign policy gambles, from the military intervention in Syria, the annexation of Crimea and the attempted meddling in the US presidential election. Is his appetite for risk increasing with each passing year?

“It did not increase or decrease. Risk must always be well-justified,” he replies. “But this is not the case when one can use the popular Russian phrase: ‘He who doesn’t take risks, never drinks champagne.’”

His response is classic Putin: elusive and teasing. But on one issue, he is certain he made the right choice: Syria. “I believe that it has been a good and positive return. We have accomplished even more than I had expected.”

Aside from the killing of “several thousands” of Islamist militants and the shoring up of Bashar al-Assad’s regime, he cites the re-emergence of Russia as a power in the Middle East uniquely able to talk to all parties from Israel to Saudi Arabia and Iran.

“Besides, I would like to openly speak of the mobilisation of the Russian Armed Forces,” he adds. “Our Armed Forces have received such practical experience that they could not have obtained during any peacetime exercises.”

This matter of fact — some would say cynical — summation of an eight-year civil war that has led to the deaths of half a million people and caused 5.6m to become refugees and millions more to be internally displaced highlights the self-assurance of Mr Putin. Here is a man who believes Russia is back at the



Vladimir Putin at last year’s inauguration ceremony at the Kremlin. Below left: the Russian leader with Xi Jinping in Beijing — Sergei Bobilyov/AP/Getty Images

regime. The colour revolutions in Georgia and Ukraine, as well as the US-led interventions in Iraq and Libya, have further convinced him of malign intentions.

For now, Mr Putin looks politically formidable. But his regime’s weakness lies in the economy, with stubbornly low growth and years of falling real incomes.

“But the most important task we need to achieve is to change the structure of the economy and secure a substantial growth of labour productivity through modern technologies.”

Such a goal has long eluded an economy heavily dependent on oil and gas. Russian citizens are feeling the pinch through higher taxes and an unpopular increase in the pension age which triggered a fall in Mr Putin’s trust rating to a 13-year low this spring. But rather than increasing spending, Mr Putin is building a war chest.

International reserves stand at about \$500bn, according to the Russian central bank. “We need to create a safety net that would let us feel confident . . . Do not think that this money is just sitting on the shelf. No, it creates certain guarantees for Russia’s economic stability in the midterm.”

This is an expensive insurance policy, but it comes amid the threat of further US sanctions against Russia, which since 2014 has found itself increasingly cut off from western capital markets.

Just this week the Foreign Affairs Committee in the US House of Repre-

~\$500bn Russia’s current international reserves, the central banks says	25m Ethnic Russians living outside Russia when the USSR collapsed
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sentatives approved a draft law that would sanction entities involved in the construction of the Nord Stream 2 gas pipeline being built between Russia and Germany — a move that would be a blow against critical energy exports.

#### Historic lessons

Believing himself surrounded by real and potential enemies, Mr Putin has routinely chosen strength and aggression over compromise and restraint. His proudest accomplishment, he admits, is the restoration of the power of the Russian state after the chaotic collapse of the Soviet Union, an event he describes as “one of the greatest tragedies of the 20th century”.

Mr Putin has no yearning for the communism of the past, where, he says: “life was difficult”. The tragedy, he says, was the dispersal of ethnic Russians across the newly-independent successor states of the USSR.

“25m ethnic Russians found themselves living outside the Russian Federation. Listen, is this not a tragedy? A huge one! And family relations? Jobs? Travel? It was nothing but a disaster.”

Throughout the two decades of his leadership, Mr Putin has expended blood and treasure in efforts to rectify what he sees a historical wrong. His favourite leader, he declares, is Peter the Great. A towering bronze statue of the visionary tsar looms over his ceremonial desk in the cabinet room.

Peter the Great created the Russian empire around the turn of the 18th century with a series of foreign wars that conquered land from Finland and the Baltic states in the north, to the Black Sea in the south.

This is the sphere of influence that Mr Putin believes Moscow must protect at all costs; hence his visceral opposition to Nato’s expansion eastward up to Russia’s borders.

Of Peter the Great, Mr Putin says: “He will live as long as his cause is alive.”

Mr Putin cannot yet claim to be a grand domestic reformer on the scale of his hero. Nor has he shown any sign of developing a clear succession strategy. The constitution requires him to stand down as president in 2024.

The 66-year-old says he has contemplated his succession “since 2000”, but if indeed he has, it is the most closely guarded secret in Russia and a matter of some sensitivity for the president himself.

As the clock ticks towards 1am, Mr Putin cannot resist one final jab, this time at the efforts of Britain’s ruling Conservative party to choose a new leader to succeed Theresa May. Either Boris Johnson or Jeremy Hunt will then become prime minister without a general election.

“It is different from what you have in Great Britain. We are a democratic country” he says. “The choice is always made by the Russian people.”

In fact, Mr Putin inherited the presidency on the stroke of midnight on New Year’s Eve 1999, when Boris Yeltsin stepped down from office prematurely and endorsed him as his successor.

When reminded of this, the president shrugs: “So what?”

top table and that history is on his side.

Ever since the 2014 Crimea annexation, Mr Putin has faced a concerted attempt to isolate him internationally. But on the eve of the G20 meeting in Osaka, Japan and at a time when the US role in the world has never seemed more uncertain, the Russian leader is still very much at centre stage.

#### Shifting political balance

During a 90-minute interview in the Kremlin’s cabinet office, with statues of four of Imperial Russia’s most revered rulers looking on from each corner, the former KGB officer turned statesman took on all subjects. He ranged from the breakdown of the international rules-based order, the rise of China and the end of liberal ideology to the prospect of improved relations with the UK.

Ahead of the G20, Mr Putin highlights multiple risks to global stability. He singles out American unilateralism, starting with the tariff war against China and the threat of conflict in the Gulf. “To put it bluntly, the situation has definitely become more dramatic and explosive,” he says.

The Russian leader detects a shift in the political balance of power from traditional western liberalism to national populism, fuelled by public resentment about immigration, multiculturalism and secular values at the expense of religion.

“Have we forgotten that all of us live in a world based on biblical values?” asks Mr Putin, dismissing Karl Marx’s dictum that religion is the opium of the masses. Similarly, in the Russian president’s view, liberal ideology has “outlived its purpose”.

Fragmentation characterises the world of 2019. In response, Mr Putin casts himself as a cheerleader of globalisation alongside his increasingly close ally, President Xi Jinping of China. It is an improbable role for Russia and China, but one vacated by the US under President Donald Trump, who has made “America First” his mantra.

Mr Trump’s trade conflict with China, alongside US-led sanctions against Russia, have brought Beijing and Moscow closer together. Once wary neighbours, the two Eurasian powers have formed a strategic partnership based on energy investment, trade and defence co-operation.

Mr Putin has met Mr Xi 28 times since the latter took office in 2012. Is Russia — which has few friends left in the west — putting too many eggs in the Chinese basket?



# Putin heralds Russia’s return to the top table

#### On Trump . . .

‘President Trump is not a career politician . . . [but] he is a talented person. He knows very well what his voters expect from him’

#### On spying in the UK . . .

‘All this fuss about spies and counterspies, it is not worth serious interstate relations. This spy story, as we say, is not worth five kopecks’

#### On Russia’s \$500bn reserves . . .

‘This money is [not] just sitting on the shelf. No, it creates certain guarantees for Russia’s economic stability in the midterm’

#### On intervention in Syria . . .

‘Our armed forces have received such practical experience that they could not have obtained during any peacetime exercises’

“We have sufficient eggs but there are not too many baskets to put those eggs in,” he replies. “We always assess the risks . . . Russia and China are not directing their policy against anyone.”

Later he praises China for “showing loyalty and flexibility to both its partners and opponents” — an endorsement not extended to the US.

Some believe conflict is inevitable between the US and China. They point to the parallel between a dominant Sparta and a rising Athens, the so-called Thucydides trap.

The Russian leader is circumspect. “It is hard to say whether the United States would have enough patience not to make any rash decisions, but to respect its partners even if there are disagreements.”

Mr Putin has plenty of harsh words about America but he is studiously polite about Mr Trump, referring to him as “Donald” several times in the interview. “Mr Trump is not a career politician . . . I do not accept many of his methods when it comes to addressing problems. But do you know what I think? I think that he is a talented person. He knows very well what his voters expect from him.”

Mr Putin wearily dismisses charges of orchestrated interference in the 2016 US presidential election campaign. He insists Mr Trump won in his own right by tapping the anti-establishment mood and the backlash against globalisation.

“Russia has been accused, and, strange as it may seem, it is still being accused . . . of alleged interference in the US election. What happened in reality? Mr Trump looked into his opponents’ attitude to him and saw changes in American society,” he says.

Mr Trump has reciprocated by not directly criticising Mr Putin. The two leaders are scheduled to meet at the G20 in Osaka. The question is whether they can find any common ground, notably on arms control, where bilateral cold war treaties that have underpinned nuclear stability are being torn up.

The US, accusing Russia of breaching the Intermediate Nuclear Forces treaty, has notified Moscow it will withdraw by August 2 in the absence of compliance. Russia denies it is in breach and accuses the US of counter-breaches through missile deployment in Europe. At the same time, a second treaty (New Start) limiting the number of warheads is nearing expiry in 2021.

Mr Putin tells the Financial Times that Mr Trump intimidated in a recent conversation that the US was interested in extending New Start, but no initiative has been forthcoming. “So if this treaty ceases to exist, then there would be no instrument in the world to curtail the arms race. And this is bad.”

#### Fending off criticism

Of the many gambles Mr Putin is accused of taking, the attempted assassination of former Russian double agent Sergei Skripal in Salisbury, England in 2018 ranks high. Even 15 months on from the nerve agent attack which London blames on Moscow, Mr Putin bristles and says it is time to move on.

“Listen, all this fuss about spies and counterspies, it is not worth serious interstate relations. This spy story, as we say, it is not worth five kopecks.”

While the nerve agent attack did not kill Mr Skripal nor his daughter, a member of the public died after coming into contact with a perfume bottle containing the nerve agent novichok, which British officials say was manufactured in Russia.

“The list of accusations and allegations against one another could go on and on . . . We need to just leave it alone and let security agencies deal with it,” says the Russian leader.

The same disdain in the face of international criticism surfaces in relation to Russia’s backing for President Nicolás Maduro of Venezuela who has installed an effective dictatorship. Mr Putin denies that Russia is directly involved in propping up Mr Maduro, arguing this is one more Russophobic conspiracy

theory propagated by the west. The only presence of Russians are military contractors servicing defence assets, he says, adding that more could be sent.

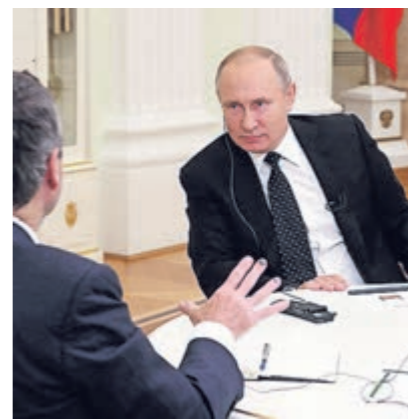
Mr Putin immediately raises the topping of Libyan leader Muammer Gaddafi by western powers and the ensuing civil war: “So why should we do the same in Venezuela? Do we want to revert to gunboat diplomacy? What do we need it for? Is it necessary to humiliate Latin American nations so much in the modern world and impose forms of government or leaders from the outside?”

The Russian leader insists this is a matter for Venezuelans to resolve for themselves. As for Juan Guaidó, the opposition leader recognised by the US and other western governments as the legitimate president, Mr Putin says: “He may be just wonderful, and his plans are good. But is it enough that he entered a square and proclaimed himself president?”

#### Domestic weaknesses

A popular uprising in Russia — encouraged by the west — is the stuff of nightmares for Mr Putin.

Having witnessed first hand the collapse of communism in eastern Europe and the fall of the Soviet Union, he has long harboured suspicions of western conspiracies to undermine his



Vladimir Putin fields a question from FT editor Lionel Barber



# FINANCIAL TIMES

'Without fear and without favour'

FRIDAY 28 JUNE 2019

## G20 cannot run away from climate change

*Governments need to be honest about the costs of inaction*

Europe is in meltdown. A heatwave spread across the continent this week, thermometers soared past 40C as temperatures broke new records. Schools close to Paris were forced to close; Germany introduced speed restrictions on its autobahns; and a Spanish meteorologist tweeted a map of the country's weather forecast with the caption: "Hell is coming."

Temperatures are likewise running high in the climate change debate ahead of the G20 meeting in Osaka. Japan is set to omit references to "global warming" and "decarbonisation" from a G20 communiqué in a bid to please the US. This comes just days after four central European states — Estonia, Czech Republic, Poland and Bulgaria — stopped the EU from committing to a 2050 net zero carbon emissions target last week. Saudi Arabia, meanwhile, is helping to prevent publication of a report from the Intergovernmental Panel on Climate Change.

Last week Republican senators in Oregon fled the state to block the passage of a landmark bill that would commit the state, like neighbouring California, to ambitious reductions in greenhouse gas emissions. School strikes by teenagers and direct action, such as that by Extinction Rebellion, who demand governments "tell the truth", have become a regular occurrence in recent months. At the same time, so have protests by France's *gilets jaunes*, who oppose increases in fuel taxes.

International progress on fighting climate change is in danger of stalling. Yet bold and decisive leadership is needed if temperatures are to be prevented from rising to catastrophic levels. Countries that depend on fossil fuels will ultimately face a choice between foot-dragging or being left behind by technological progress. Renewables are often beating traditional sources on cost as well as on car-

bon emissions. Blocking international agreements will not keep coal viable.

Emmanuel Macron, France's president, is rightly making a stand. He has pledged to refuse to sign any G20 communiqué that leaves out a reference to the 2015 Paris agreement on combating climate change. Bottom-up pressure seems to be working where top-down international conferences stumble. Green parties were big gainers in last month's European Parliament elections. France and Britain are pushing ahead on their own with net zero targets; Bavaria, a German state not usually known for its radicalism, is going further than the national government to end the use of coal. In the US, city mayors and state governments are stepping in to compensate for the lack of federal government action.

Britain, France and California are all relatively large economies but ultimately tackling climate change will depend on action by the largest emitters — China, the US, India and the EU. That makes global co-operation essential even if a few holdouts have blocked progress since the Paris accord.

Governments will need to step up to meet even the Paris targets in coming years. That will mean levelling with companies, workers and taxpayers about the costs. Spain's programme to phase out coal, which involved early retirement for miners and payments to coal-dependent regions, provides one model for a so-called "just transition" which spreads costs fairly.

Frustrating international agreements can do nothing but delay the inevitable. The reality of climate change will catch up with politicians. That may be in the form of angry voters on the streets, or of extreme weather that makes cities uninhabitable and crops fail. As fugitive Oregon senators and G20 leaders in Osaka will eventually find, running away is not an option.

## ECJ ruling shows how to tackle autocrats

*Poland's purge of its supreme court undermined judicial independence*

Autocrats seeking to rig democracy in their favour so it is no longer truly contestable tend to start by hobbling the referee — their top courts. Hungary's Viktor Orban did so starting in 2012. Poland's ultra-conservative Law and Justice (PiS) government followed suit last year. That is why a landmark ruling from the European Court of Justice this week was so important. It will help buttress the rule of law in the EU against authoritarian leaders who have been chipping away at democratic checks and balances with impunity.

The union's highest legal body has this week concluded that Poland breached the EU's treaties with a 2017 shake-up of the Polish supreme court, ostensibly to align the judges' retirement age with the rest of the public sector. The overhaul of the supreme court would have obliged its justices to retire at 65 rather than 70 unless granted an extension by Poland's president, currently a PiS ally. It would have affected a third of the supreme court's judges, including its chief.

When the case came to court in November, the Polish government, realising it had over-reached, suddenly backtracked and amended the law. Nonetheless, the European Commission, which brought the case, rightly maintained its action.

In its far-reaching judgment, the ECJ dismissed Poland's assertion, backed by Hungary, that the judiciary is a purely national matter in which EU institutions have no business. On the contrary, the ECJ established that although governments are responsible they have to ensure their courts meet EU standards of independence because courts at all levels apply EU law. It is not just individual cases that have to be fair but the whole system, it added.

Establishing the ECJ's oversight of national courts to ensure respect for the rule of law is an important advance.

When Hungary was taken to court over its 2012 assault on the judiciary, it was on the basis that it had breached EU employment law. With this case, the ECJ has begun to set out an instruction guide for complying with fundamental but vaguely expressed values such as the rule of law.

The ECJ concluded that Poland's reform was illegitimate and disproportionate. A sweeping overhaul affecting a third of sitting judges coupled with Warsaw's own explanation attached to the original bill that the judiciary had never been "decommunised" created serious doubts, the ECJ noted, about the government's true motives. This was a purge that violated the principle of the irremovability of judges and undermined judicial independence together with the appearance of it.

The ECJ's advocate general on Thursday issued an interim judgment in a separate but related case, saying a new disciplinary chamber and the body that oversees the Polish judiciary compromised its independence.

These judgments underline how the only effective, albeit piecemeal, way of disciplining errant member states is an ECJ case. The commission should bring more of them. Governments tend to comply with ECJ rulings and can face big fines if they do not. A country that defies the court puts its membership of the EU in jeopardy. Voters will not support it. Poland's government was rattled by opposition claims last year that it was heading for "Polexit".

The effectiveness of the ECJ remedies stands in sharp contrast to the pusillanimity of national governments when dealing with errant members. The EU needs more effective disciplinary procedures for systemic threats to democracy. Tying EU funding to respect for the rule of law is the way to go. These ECJ rulings should embolden EU leaders to take the necessary steps.

## Letters

The FT View equates the increase in shareholder activism in Japan with improved corporate performance. I hope Japanese management teams resist that easy equation (June 26).

Corporate Japan currently treats shareholders as the least of their stakeholders — customers, staff and society at large taking priority over financial investors. That is bad for

stock prices, as you say. But it is pretty good for society — unlike their western counterparts, Japanese firms pay full taxes, are loyal to employees, engage in long-term thinking with policymakers and customers, and refrain from paying bosses entrepreneurial rewards for employee risk. In short, they do many of the things that the survival of capitalism may require in the west.

Not all — possibly not even most — shareholder activists are motivated by the betterment of society, or even pension returns. Most belong to a growing asset class that is out for short-term returns for their own investors, and some of the more aggressive are little better than greenmailers. All are motivated by their own remuneration which, like investment bankers in the

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## EU co-operation is a given in a free trade process

The FT View ("The latest Brexit fantasy is the most absurd of all", June 26) was needlessly dismissive. Boris Johnson quite accurately states that the withdrawal agreement is dead and the choice facing the EU is no deal or else some alternative arrangement. The arrangement he suggests is a free trade agreement backed up by alternative arrangements on the Irish border. The latter are currently under investigation by a Department for Exiting the European Union inquiry.

The added suggestion, so derisively dismissed by the FT, is that Article 24 of the General Agreement on Tariffs and Trade be invoked to bridge the gap between leaving and finally arriving at a mutually advantageous free trade agreement. Article 24 exists to allow countries to treat each other differently in trade terms from other trade partners if they are in process of implementing (not necessarily finalising) a free trade deal. In this case it would allow a zero-tariff regime to continue until a full FTA emerges.

Much attention has been given to the points made by Mark Carney and Liam Fox that the agreement of the EU would be needed to invoke Article 24. These points are silly since it is obvious to all that EU co-operation is needed in initiating an FTA process and then using the Article 24 route. No one to my knowledge has suggested that an FTA can be initiated unilaterally, the clue is in the word "agreement". The EU may of course refuse to go down this path, thus harming many of their own firms as well as ours. In this case, if no agreement is possible then no deal would be forced upon the UK. Not our preferred outcome, but equally not the end of the world.

**Graham Gudgin**

Chief Economic Advisor, Policy Exchange, London SW1, UK

## Facebook's currency bet is a risk worth taking

Regarding the Facebook-led digital currency Libra, Martin Wolf argues that "regulators should not allow [it] to go ahead without fully understanding the implications" (Opinion, June 26). Yet our modern financial system would hardly have come into existence under such a regulatory philosophy.

We still struggle to comprehend the economic implications of decades-old inventions like the internet and solar power, let alone nascent ones such as machine learning. Halting Libra because of a fear of change would be a mistake and a disservice to the 1.7bn of global unbanked who stand to benefit from access to a cheap payment system through their smartphones.

**Diego Zuluaga**

Policy Analyst, Cato Institute, Washington DC, US

## Brexit stimulates vexed questions on Irish reunification



## Moscow exerts pressure on Council of Europe

The Financial Times reports that Russian parliamentarians will return to the Parliamentary Assembly of the Council of Europe in Strasbourg ("Ukraine angry as rights body readmits Russia", June 27) underestimates the effect of blackmail by Moscow.

As the leader of the UK delegation in Strasbourg [official seat of the European Parliament], I led the moves to sanction Russian members of parliament in 2014 after they had unanimously supported President Putin's annexation of Crimea. They were never suspended from the body, but their voting rights were restricted as a response to Russia's illegal actions in Ukraine.

Although parliamentarians from the other 46 member states were open to continuing dialogue, it was the Duma that decided that Russia should make its MPs absent from meetings. As if to reinforce this policy the Russian Federation also blacklisted me from visiting their country.

What has happened more recently is that the Russian government has withheld its €32m annual contribution to the Council of Europe budget until their MPs are unconditionally given back their voting rights. Although this represents more than 10 per cent of the budget, the UK government has been in the forefront of those resisting this blackmail.

The original 2014 motion stated that the sanctions would not be lifted until Russia respected the territorial integrity of its neighbour. Sadly, without any sign of remorse from the members of the Duma, the assembly has given in to Moscow's blackmail.

The president of Ukraine is right to be angry.

**Robert Walter**

MP (North Dorset), 1997-2015, Leader of the UK delegation to the Parliamentary Assembly of the Council of Europe, 2010-15, Shaftesbury, Dorset, UK

## Securitisation led to rise in global house prices

Your recent video ("What led to the huge rise in property prices?", FT.com) attributes the rise in UK house prices to easy monetary policy. This is partly true, at least for recent increases in prices. However, it has not been during the 2010s that house prices have risen the most, as the video's presenters imply. The most substantial rises were much earlier, when rates were nearer to 5 per cent. Indeed, the fastest growth was in the 2000s, when annualised year-over-year increases were very often 10 per cent, sometimes nearly triple that.

Conversely, increases in the 2010s have never exceeded 10 per cent and have hovered closer to 5 per cent, at best. The data showing this are readily available. Your presenters almost reach the real answer in your comment about investors wanting "new sources of income".

This is true. But the financialisation of real estate began earlier than 2009-10. It is globally-mobile-capital investors' pursuit of reliable income streams, and the increased perception — and securitisation — of real estate assets as fungible and liquid that has driven housing prices up, from London to Sydney to Vancouver.

**Quinn Kuiken**

Assistant Vice-President, Oaktree Capital Management, London SW1, UK

## Trump's China strategy belies long-term approach

Although portraying the US president as an impulsive narcissist has become de rigueur among out-of-office public officials, Robert Zoellick fails to see the strategy motivating Mr Trump ("Donald Trump's impulsive approach to China makes US vulnerable", June 27). Promoting economic growth in China is not in the long-term strategic interest of the US. In granting favoured nation status under the World Trade Organization it was imagined by liberal-minded elites that it would help to transform the People's Republic of China into a democracy. History has not ended and instead it has promoted and facilitated the strength of its one-party authoritarian state.

Once the gross domestic product of China exceeds that of the US, the latter will need to devote an increasing proportion of resources to maintaining the strategic military balance.

Mr Trump is weighing the long-term benefits against the short-term costs of more expensive electronic gadgets or trainers. It was Napoleon who first suggested that the sleeping giant of China should be left to sleep. Mr Trump knows it has awoken but sees no logic in nurturing it.

**Lawrence Haar**

Senior Lecturer, Oxford Brookes Business School, Oxford, UK

## Hong Kong business must step up to prevent exodus

Alice Woodhouse's report from Hong Kong ("Hong Kong sees surge in people looking to leave, agents report", June 24) highlights a key theme that has run through the British transfer to China of Hong Kong. I write as the co-ordinator of the Honour Hong Kong Campaign, set up by major Hong Kong businesses in the wake of the 1989 Tiananmen Square massacre to secure the right of abode in the UK for Hong Kong citizens in the event of China breaching the terms of the 1984 handover agreement.

Both businesses and their employees were scared that, in the wake of June 1989, China would renege on the deal and they needed a rapid bolt-hole if they were to feel secure to remain in Hong Kong (we called them "passports to stay") and the then British government, over strong opposition, granted the new rights to up to 50,000 Hong Kong families in 1990. Over 45,000 families eventually took up these new rights. The threat that China will renege on the deal has returned — more subtly than in 1989 but no less starkly for that. This time, the guarantors of the UK-China deal that Hong Kong's independent judicial system is secure until 2047 is directly threatened, not just by the proposed extradition law, but also by the false Chinese assertion that the 1984 Joint Declaration is merely a historical document and has no current validity.

The 1990 passport deal played an important part in securing a smooth run-up to the 1997 handover. You have reported previously that many of the same businesses have again exerted serious pressure on both the Hong Kong and Beijing governments to reverse course on the extradition issue — already, when combined with the mass demonstrations, with considerable success. Business quite understandably likes to leave politics to others most of the time. In 1989 it stepped, successfully, up to the plate and stopped the mass exodus of the people Hong Kong needed for its continued success. It can take up this role again and stop a similar threatened exodus. I urge it to continue to do so.

**Tony Halmos**

Co-ordinator, Honour Hong Kong Campaign (1989-90), Visiting Professor, Policy Institute, King's College London, UK

## Mother of parliaments in existential crisis

Boris Johnson or Jeremy Hunt, regardless, the United Kingdom, the self-styled mother of democracy, will elect the country's next leader (FT View, June 27) with fewer votes than those chosen to elect Xi Jinping!

**Mark Peaker**

The Peak, Hong Kong

## Notebook

by Frederick Studemann



I recently returned to a house outside Dublin that loomed large in my childhood. Playing with cousins alongside the canal that once kept supplies of Guinness flowing through the Irish midlands; illicit mouthfuls of the grown-ups' Bewleys fudge; the day we torched the abandoned, rundown stables in the bonfire to end all bonfires. Happy times.

Or that is how it seems decades later. The less misty-eyed reality was no doubt different. For a start there was a lot of rain, and central heating was slow in coming to that particular part of county Kildare. In the 1970s, the Republic of Ireland was also a troubled place. Economically weak, socially repressed and politically fraught, it was very different to the dynamic, open country of today.

Those profound changes were one of the subjects of discussion the other evening when I caught up with some of these cousins. Ireland's transformation during our lifetime was visible all around — from the opportunities in the growing technology sector to the super-sizing of the villages to which we once cycled to buy sweets, now new satellites of Dublin. It was a poignant backdrop to another, predictable, topic: Brexit.

The sorry mess that is the debate about the UK's departure from the EU has, as we all know, become bogged down on how to keep Ireland's land border with the UK open. The issue thwarted Theresa May's attempts to get parliamentary approval for the withdrawal agreement she struck with

Brussels and terminated her premiership. Meanwhile the search for a solution — technological, legalistic or mythological — has yet to be found. Its absence may still blow the next premiership apart.

Brexit's disruptive force has stimulated another vexed discussion: Irish unification. With the integrity of the UK at stake, what does the future hold for Northern Ireland, and with that the whole of the island of Ireland? Nationalists have used Brexit to call for a "border poll" on unification, a move others see as premature at best.

The view around the table in Kildare was equivocal. Some saw unification as more probable, fuelled by changing demographics and surveys that suggest rising support for a united Ireland. Yet the inherent problems — political, economic and social — are considerable; the upsides questionable. As one relative, until recently one of Dublin's senior barristers, put it: having spent decades making Ireland a more modern and tolerant place who would want to import the tense, regressive sectarianism that has so disfigured the North? The discussion might have best been left for another day — or decade.

And yet it is increasingly on the agenda, as was made clear when I swapped the fields of Kildare for the coast and the Dalkey Book Fair. "Who's afraid of a United Ireland?" was the title of one notable session. Judging from the panel in the packed church venue, not many people. What was striking to an outsider was the

advanced state of thinking about the prospect of unification, from the need for a regional assembly in the north and representation for what would then be a minority Protestant community, to a flag for the unified entity. And the small matter of money.

Also remarkable was the apparent role reversal of recent decades. Whereas once Northern Ireland was the prosperous, more industrially advanced part of the island, it is now the republic that enjoys economic success. Dublin is being rewired to make way for US tech companies and banks; Belfast is still blighted by "peace walls" separating nationalists and unionist communities.

One should not read too much into one event. There are other views — as was made clear to me after the event by a member of the ruling Fine Gael party and a leading business lobbyist. Talk of unification was mistimed and potentially dangerous, they warned. The 1998 Good Friday peace agreement worked for all parties, rendering the border irrelevant. The focus should be on maintaining that. True and admirable, no doubt. But Brexit threatens to destabilise that settlement, and has unleashed discussions, unwelcome or not.

On one thing, however, all were able to agree: beware referendums. If there is one lesson to take from Brexit it is the pernicious and divisive effects of putting major constitutional questions to a binary vote with a narrow result.

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## Opinion

## Negative rates take markets into surreal territory

## FINANCE

Gillian Tett



This summer, Germany's housing market has turned into *Alice in Wonderland*: the yield on five-year bonds issued by mortgage banks slid to minus 0.2 per cent, compared with a level of plus 5 per cent a decade ago. That means investors are essentially paying for the privilege of lending money into Europe's largest property sector. Economic logic – or gravity – has been turned on its head.

If that were not bizarre enough, consider this: in Denmark, some financial institutions are offering borrowers "negative" mortgages that pay interest; treasurers of large German companies are muttering about their bonds trading with negative yields; and yields on 10-year government bonds in France and

Sweden have fallen into negative territory too, joining Germany and Japan.

Overall, the global pile of negative yielding debt has swelled above \$12.5tn, breaking the record set in 2016. Even in America, the yield on 10-year Treasuries recently fell below 2 per cent. That might not look dramatic since it is still positive in nominal terms. But when adjusted for core inflation (about 2 per cent) it equates to a near-negative real rate. This is remarkable given that the US just notched up an economic growth rate of 3.1 per cent in the first quarter.

Some investors might feel tempted to shrug their shoulders. When negative rates first appeared two decades ago in Japanese yen money markets, they triggered so much shock that local bank computing systems went haywire. But they are now cropping up so frequently that investors have become almost inured to the surreal. There has been extraordinarily little public debate about the record levels of negative yielding debt. Neither politicians – nor many voters – appear to really care.

However, it would be a profound mistake for investors to ignore what is now

under way or simply presume that they have seen it before.

One obvious reason to pay attention is that sinking bond yields, and an inverted yield curve – where short-term bonds have higher yields than long-term ones – have previously been good recession predictors.

Another is that there appears to be a subtle shift in investor psychology. The

### Investors and public sector institutions will be exposed to nasty potential losses if rates suddenly rise

issue revolves around the explanations for negative rates. When these first appeared, investors and economists tended to assume that the pattern reflected idiosyncratic events, such as the 1997 Asian financial crisis, the 2008 financial crisis and eurozone debt dramas – and "emergency" (supposedly temporary) central bank easing.

Today it is hard to blame negative

rates on a specific "event", with the possible exception of those who believe that Donald Trump's threatened trade war will now deliver a devastating breakdown in global trade.

Instead, the investors, economists and policymakers are increasingly pointing to long-term structural explanations for the shift to negative rates. They cite demographics, specifically that the ageing of developed world populations may be suppressing demand, and speculate that technological innovation may be dragging prices down. Some also argue for secular stagnation, which is when low demand and a reluctance to invest creates a self-reinforcing downward loop.

It is hard to prove – or disprove – just how much these structural factors are to blame. Opinions at the US Federal Reserve and the European Central Bank are mixed. No wonder: another factor driving interest rates lower is the ultra accommodative stance of the central banks. The ECB and the Bank of Japan have bought so many government bonds in an effort to stimulate growth that there is almost a shortage

of safe assets for ordinary investors.

The bottom line is this: the more that the economic consensus quietly starts to attribute negative rates to structural issues, rather than idiosyncratic shocks or the economic cycle, the more likely they are to assume that this pattern is here to stay. They feel a diminishing sense of urgency about the need to hedge against future rate rises.

That might not matter in the short term. Rates seem likely to stay very low for the foreseeable future given rock-bottom inflation in many places and dovish central banks. However, it leaves investors and public sector institutions exposed to nasty potential losses if rates suddenly rise due to unforeseen economic or political shocks.

That might seem hard to visualise now. But a decade ago it was even harder to imagine negative rates in Germany's mortgage bond market. Now more than ever, politicians and investors need to talk about this growing risk – and retain their sense of imagination in this *Alice in Wonderland* world.

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## Small nations are being sacrificed at climate talks

Lois Young

The world is at a tipping point. We are at a moment in history where we can and will go one of two ways: towards climate disaster or

a safer planet for all.

Which path we take is determined at meetings like the one in Bonn, Germany, where I have been for the past week – sweltering in a record-breaking European heatwave. Nearly 200 countries attended at this round of UN climate talks, aimed at implementing the 2015 Paris agreement, which seeks to keep the average global temperature increase below 2C.

All these countries agreed in 2015 to that deal, and yet here – nearly five years on – there are a few who wish to quietly use procedural measures to rip it up away from the public gaze.

For the 44 countries that I represent as chair of the Alliance of Small Island States, this represents a direct threat to our security, our economies and our cultures. For us, the science of climate change underpins everything we are working towards. It is the core of the Paris agreement, the foundation of a commendable, but so far inadequate, global response.

The science is important because it illustrates just how fine a line we are now treading. Last year's special report by the Intergovernmental Panel on Climate Change lays out the stark and bleak realities of a warming world. Even if we keep the average temperature rise to 1.5C, we will see brutal damage to coral reefs, global crop failures, sea level rises locked in for centuries,

### With only a decade left to act, a vocal contingent of states is scuttling efforts to secure a safe future

and significant economic impacts.

The IPCC work had global input: the US, Saudi Arabia, India and China all contributed to the report, alongside the EU, Africa, Latin America and my small island colleagues. Yet, this week, I witnessed envoys from countries with significant oil, gas and coal interests – many who have shown no interest in planning for a low carbon future – saying that they reject that science. They obviously believe that with the current instability in the world no one would notice, and no one would care if they tried to exorcise the IPCC conclusions on 1.5C warming from UN climate talks and take it off the agenda.

This is not inconsequential, coming days before leading countries meet at the G20 in Osaka. The move essentially declares that small islands and low-lying coastal developing states like my home, Belize, are disposable global zones to be sacrificed amid unprecedented climate change.

Their refusal to formally consider the IPCC report, which was established as a critical next step in the Paris agreement, undermines the basis on which the community of nations engages on and respond to climate change-induced challenges.

It is a rejection of multilateralism and the 1990 UN climate framework, which was originally agreed by a Republican US president, George H W Bush, in a more hopeful era when we envisaged the start of a new history.

If we had time to waste, and if the science was still unclear, perhaps this refusal to accept the conclusions of the report would not be such a problem. We could sit down, negotiate and eventually move on. We do not have time, and the science is stark.

With only a decade in which to act decisively, a small yet vocal contingent of states – some of which have historical responsibility for excessive emissions and a commitment to protecting vested interests – is effectively scuttling global efforts to secure a safe future.

Do the world leaders really mean to tell us, the most vulnerable nations on the planet, that this is the new reality we must accept? This is an emergency and we will stand up and fight for what we know is right.

Our alliance is firm. The time for climate denial and incremental action is long over. This is a crisis that affects our security, and we call on those blocking at the UN to step aside.

The writer is Belize's permanent representative to the UN

## Dysfunction in Italy has deep roots

## EUROPE

Tony Barber



This month, Italy's national statistics agency estimated that 1.8m households were living in "absolute poverty". These families accounted for about 5m people, or 8.4 per cent of the population.

One can quibble about how European definitions of poverty compare with those used in less prosperous parts of the world. But Italy is a country where average wages are stagnant, some public services are crumbling and per capita income slips year after year behind that of its western European neighbours.

Next to this unhappy picture is another, more dynamic side to Italy. It helps to explain why, despite routine predictions that Italy will fall into extreme crisis, the country never actually slides over the edge.

Net of energy, of which Italy is a large importer, the national trade surplus rose last year to 4.6 per cent of annual economic output from 1.4 per cent in 2010. The trade figures mainly reflect the exporting prowess of northern Italian industry. This part of the economy boasts world-class companies and delivers, for the most part, a high quality of life for the region's inhabitants.

Yet even this success story cannot suppress rising apprehensiveness in financial markets, EU capitals and Italian circles critical of the unconventional, populist coalition government that took power just over a year ago. The primary focus of concern is Matteo Salvini, deputy prime minister and leader of the hard-right, anti-immigration League, which after its victory in the European Parliament elections is indisputably Italy's dominant political party.

Mr Salvini delights in cocking a snook at Brussels. He scorns the eurozone's budget deficit rules and vows repeatedly to ignore or overturn them. He refuses to drop the League's interest in small-denomination bonds called mini-BoTs which, if ever they were introduced, might look suspiciously like an attempt to prepare Italy's exit from Europe's currency union.

But just as Italy repeatedly defies forecasts of imminent doom, so Mr Salvini is unlikely to turn into the demon of the EU's nightmares. In any case, Italy's problems have such deep roots, culturally and institutionally, that it is misleading to concentrate on the policies and pronouncements, no matter how provocative, of one politician.

Tommaso Padoa-Schioppa, the late central banker and economist, had some excellent insights on this second point. He once remarked that, to overcome its woes, Italy might wish to adopt either free-market Thatcherism or the state-directed economic policies associated with Jean-Baptiste Colbert, Louis XIV's finance minister. But Thatcher-



ism was ruled out because Italian politicians lacked the courage to carry out such policies against bitter opposition. Colbertism was ruled out because the Italian state was too inefficient.

Since the return of democracy after the second world war, the weakness of the Italian state has taken some bizarre forms. Tax collection in Sicily was rarely more efficient than in the period up to 1984 when it was run by a firm controlled by the Salvo cousins, members of a mafia family. They took a 10 per cent commission and paid bribes to politicians to keep the contract. Eventually they were brought to account, but Sicilian tax revenues collapsed after the state resumed control.

Under a charitable interpretation, Mr Salvini has not held power long enough

### Public administration and judicial reforms would support investment and raise productivity growth

to be judged on whether he is capable of improving the state's efficiency. But as with all Italian politicians, there are grounds for doubt. In its latest economic survey of Italy, the OECD urged reforms of the public administration and justice system, saying these would have the greatest impact of all its proposals because they would strengthen the rule of law, support investment and raise productivity growth.

The evidence of Mr Salvini's year in office suggests that his priorities lie elsewhere, in consolidating his mastery of the right wing of the Italian political spectrum and in maximising his influence on the EU stage. To achieve the first end, he needs to complete the task of driving a stake into the heart of Forza Italia, the once all-conquering party of former premier Silvio Berlusconi.

To fulfil his second goal, Mr Salvini needs to earn a certain respectability in the EU's halls of power. This may seem an outlandish prospect, but there is a precedent. Gianfranco Fini, Mr Berlusconi's deputy prime minister, led a party with neo-fascist roots, but he moved

decisively to the centre right under the influence of moderate European politicians he met in Brussels.

The possibility that Mr Salvini will travel the same road may be one reason why the European Commission, guardian of the eurozone's fiscal rules, is signalling its reluctance to pick a fight with Rome over Italy's debt. It calculates that, as happened last year, financial markets can exert the discipline needed to keep the populist government's fiscal stance in check. Before the League and the anti-establishment Five Star took office, Italy's borrowing costs were similar to Spain's but the spread on 10-year government bonds has widened.

Italy's difficulties are a slow-burning fuse, set alight decades ago, rather than an act of arson by its present rulers. Encouraged in a pragmatic direction by Brussels and by the League's northern Italian business allies, Mr Salvini may turn out to be less threatening to the EU political and economic order than his rhetoric suggests.

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## Democratic government shows strains in the US and UK

## ECONOMICS

Martin Wolf



Britain seems likely to have Boris Johnson as its prime minister. Max Hastings, previously his editor at The Telegraph newspaper, wrote of him this week: "There is room for debate about whether he is a scoundrel or mere rogue, but not much about his moral bankruptcy, rooted in a contempt for truth." I find it hard to think of a less suitable prime minister in UK history.

Mr Johnson is not alone. The UK's most influential political figure is Nigel Farage. Mr Johnson's rival for the role of prime minister will be Jeremy Corbyn, a 70-year-old left-winger who admired Hugo Chávez. The US is ahead of the UK. Donald Trump's failures of character, not least his pathological lying, put him in a class of his own among presidents.

The two countries that saved liberal democracy in the 20th century have lost their moral compasses. Many citizens no longer seem to care whether their leaders are scoundrels. Not long ago, people viewed these nations as models of successful democracy. Now the US is viewed as a bully and the UK as a fool. Messrs Trump and Johnson are seen as contemptible, ludicrous, or both.

The question is: why should the people of such stable and prosperous countries select such leaders? Why do many British people trust in Mr Johnson's preposterous lies? Why do so many Americans ignore Mr Trump's stupidities? I do not know. But I have a few ideas.

**Success fails.** In the long run entropy sets into any successful political system, as people take its successes for granted and forget what actually made it work.

**Fear fades.** Of the big high-income democracies, the US and UK alone survived the traumas of the first half of the 20th century undefeated and unoccupied. The damage was far deeper in France, Germany, Italy and Japan. The former have lost fear; the latter less so.

**Memory fades.** As generations pass,

the memory of disasters fades and politics ceases to be seen as a matter of life and death. It turns into a reality show. If so, why not have clowns as leaders?

**Greatness calls.** Older people remember when the US dominated the world and the UK had recently saved Europe. Many such people want their country to be "great again", the way it used to be.

**Cultures fight.** There have been huge

### Why are prosperous countries selecting leaders who appear contemptible, ludicrous, or both?

cultural changes: especially mass immigration, the transformed role of women and equality for minorities. This has been associated with the rise of identity politics and led to a cultural backlash.

**Middle hollows out.** Aristotle suggested a stable constitutional order depends on the existence of a large middle class. The US and UK have the most unequal distributions of income

of the large high-income democracies. **De-industrialisation hits.** The old jobs of the industrial working class have disappeared, depriving many men of stable incomes, even marriageability.

**Incomes stagnate.** In the US, median real wages have stagnated since the 1980s. They have done so in the UK since the 2008 crisis. In the US, "deaths of despair" have risen and life expectancy has fallen for the white working class.

**Reagan and Thatcher failed.** Both countries went through radical policy changes in the 1980s, towards free markets. This did not work out as well as had been hoped. Nationalism duly became a way to mobilise support on the right.

**Finance collapses.** For these countries, the financial crisis was an ideological shock, not just an economic one.

**Austerity bites.** In both countries, the crisis bequeathed huge structural fiscal deficits. This encouraged politicians of the right to cut public spending.

**Elites decline.** Democracies require respected elites. But, in both countries, the ideal of public service has corroded, while people increasingly think of

their elites as incompetent, or crooks.

**Plutocracy rises.** Public service elites have steadily declined, to be replaced by a largely indifferent plutocracy.

**Media corrodes.** Much attention has been devoted to social media. As important is the regular media: that destructive genius, Rupert Murdoch, in the US and UK; and the Daily Mail in the UK.

**Political systems malfunction.** An important element in the outcomes may be defective political institutions: first-past-the-post voting; gerrymandering and the electoral college in the US. Also noteworthy is the decline of loyalty to parties and its replacement by the search for charismatic leaders.

So where might this race to the bottom end? In 1952, Lillian Hellman wrote of an earlier *Scoundrel Time* – the era of Joseph McCarthy's witch hunts. That passed. So a return to a more adult style of politics could take place. But McCarthy was never US president. The UK and US need to recover the belief that character does matter in leaders. Without it, democracy itself might founder.

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# Lex.

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## Bayer/glyphosate: clearing the tracks

The Swiss rail system will test the use of hot water jets to exterminate trackside weeds. The affluent Alpine state wants environmentally friendlier alternatives to glyphosate herbicides. The global backlash against the weed killer has forced a strategy shift at Germany's Bayer.

Roundup, a glyphosate herbicide made by Monsanto, which Bayer acquired for \$63bn last year, has been linked by US courts to cancer. Bayer fiercely defends glyphosate as safe. It appears open to a settlement of up to 13,000 related legal cases.

That would be welcome. Bayer would get itself out of immediate hot water. Steep falls in its share price could reverse. The track ahead for the newly formed chemical and healthcare conglomerate is not yet clear, however.

Bayer's new US litigation strategy committee, advised by a top product liability lawyer who has acted for Merck and Johnson & Johnson, is a response to shareholders' mounting anger. Bayer has lost as much as €40bn in market value in the past year. Arguably, it has science on its side. Regulators permit glyphosate's use. Admitting problems with Roundup would challenge the Monsanto deal's logic. Better to wait until later this year for the result of appeals in the US cases, the thinking went.

Sensibly, pragmatism has prevailed. Some credit will be claimed by activist investor Elliott, which simultaneously revealed a 2 per cent interest in Bayer via shares and derivatives.

Lengthy court cases create uncertainty and distract managers. Possible settlement costs of about \$5bn have been pencilled in by analysts, based on previous cases. Plaintiffs will want to avoid years of litigation. If so, Elliott's estimate that Bayer could recover about €30bn in lost market value looks reasonable.

The 8 per cent rise in Bayer's share price yesterday was a first step. But the glyphosate debacle has also intensified broader strategic concerns about the group behind Aspirin, including looming drug patent expiries.

Elliott's statement hints that it wants a break-up. The shares are worth 50 per cent more on a sum of the parts valuation, reckons Citigroup.

Healthcare and crop sciences have few synergies. Splitting them would remove the discount applied to conglomerates. Before Bayer revamps strategy, however, its herbicide woes need to be hosed down quickly.

## BP/fish food: scale business

Any decent-sized company has a research and development effort. Whether it is a large team of scientists or a bit of grey matter inside the chief executive's head, some place will be reserved for new ideas. Oil companies fit the former camp. With lots of cash flow and strong balance sheets, they can afford to take unusual bets. Take BP's decision to make fish food from natural gas by investing \$30m in San Francisco-based Calysta.

Cast aside the image of flakes fluttering into a fish bowl. Calysta aims to make sustainable animal feeds on an industrial scale. Initially it will meet the needs of aquaculture without using agricultural land and using little water. Animal feed is already big business.

Global 2016 total turnover was estimated at \$400bn by the International Feed Industry Federation. For fish and shrimp, Calysta aims to replace soya as a feedstock, which is not a sustainable source. Demand for this type of feed should grow. Production of aquaculture protein should nearly double by 2050, according to the UN Food and Agriculture Organization.

There is method to all this goodness. Calysta will use BP's natural gas to feed bacteria, which in turn create the feed protein. This reverse engineers the process of adding microbes to biowaste to give off gas. The investment may be a tiddler for BP but it hints at the long-term dilemmas oil companies face.

Companies need to prepare for a time when fossil fuel demand peaks. In Europe, Royal Dutch Shell, Total and Equinor all have venture capital programmes, some recently opened while others are decades old. Most are focused on renewable energies or oil-related enterprises. Shell Ventures falls within its New Energies group, which has plans to invest \$1bn-\$2bn this year and next.

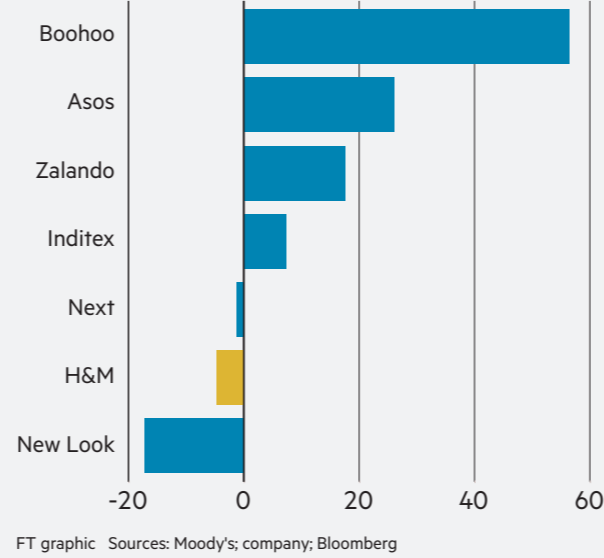
Some may scoff that BP has just thrown its cash into the sea. But in an

## H&M/fast fashion: natural selection

Shares in H&M, the world's second-biggest fashion group, jumped yesterday, after halving in value over the past four years. The Swedish retailer's profits have shrunk in recent years as online competitors have raced ahead. Sales continued to expand but operating margins have tumbled.

### Incumbents like H&M have lost ground

Compound annual ebitda growth rate 2014-18 (%)



FT graphic Sources: Moody's; company; Bloomberg

Plant-based food is trendy. Plant-based fashion could be too. Swedish retailer H&M is creating clothes from a fibre made from orange peel. It is just one way the company is addressing the environmental cost of cheap, throwaway garments.

Yesterday, it trumpeted a sustainability labelling initiative, along with news of healthy second-quarter sales.

Shares jumped more than a tenth. H&M now trades at a multiple of forward earnings of 21, nearly as high as Spanish rival Inditex.

That is unusual. Its average multiple over the past five years is 20, compared with 27 for Inditex. Not all investors are convinced. Nearly a fifth of the free float is out on loan to

increasingly carbon-phobic stock market, BP and its cohorts have no choice but to hook some new ideas.

## Chr Hansen/dairy: grate expectations

Danish bioscience group Chr Hansen is perfectly placed to capitalise on the world's growing appetite for cheese.

The food-ingredients maker counts cultures for cheesemaking and dairy processes among its products. A focus on natural ingredients made it popular with customers concerned with wellness as well as growth-hungry investors. Yet the company warned yesterday of slowing sales growth and lower full-year profits, sending its

short sellers, up from April's low of 14 per cent.

In recent years, H&M's profits have declined amid growing piles of unsold clothes. Yesterday's mark-up in the share price reflects hopes that markdowns in store are coming under control.

As a proportion of sales, their cost is expected to fall 1.5 percentage points in the third quarter, compared with the same quarter in 2018.

It is also reining back a store expansion programme as it invests more in e-commerce. That is welcome. H&M, which increased its number of stores by 58 per cent in the past five years, has invested too much in bricks-and-mortar at a time when digital competitors are gathering strength.

shares as much as 14 per cent lower.

The company blames a slowdown in emerging markets. It is not alone. Fellow Danish biosciences group Novozymes said this month that slowing EM economies were pressuring its consumer businesses. Expanding middle classes in countries such as China have driven up demand for dairy products. Consumption has grown at high single-digit percentages in recent years. Chr Hansen's sales to the Asia Pacific region rose 80 per cent in the five years to 2018.

But as the trade war with China bites, it has become clear that the stock was riding on overly optimistic hopes for further expansion. Before its shares fell, the price was close to an all-time high. At 40 times forward earnings, the valuation is as stretched as it has ever

Using customer data to refine collections seems to be chiming with its customers, including those keen to try out the latest eco-trendy fabrics and sustainable fashion label Arket. But competition remains intense and H&M needs to improve its stock turn.

The inventory outstanding benchmark (measuring how long it holds its inventory before selling) rose more than a quarter to 134 days in the five years to 2019.

For Inditex the measure rose just 5 per cent to 90 days over a similar period. The Spanish owner of Zara is still more responsive to new trends.

H&M needs to be agile too. Fast fashion is under fire. But slowing down is not an option.

been, and double the level where

shares were trading at five years ago.

Chr Hansen shares have also commanded a widening valuation premium over rival ingredient groups Givaudan and Symrise since listing in 2010. That can be explained by higher earnings margins and a strong pipeline of innovative ideas. Plant health and bioprotection remain promising.

The former aims to replace toxic nematocidal use in agriculture with natural alternatives. The latter hopes to lengthen the shelf lives of food using so-called "benevolent" bacteria. Both could add €300m to revenues by 2025, the company says.

Like a fine piece of Danish Danablu cheese, Chr Hansen no doubt has its fans. But at the current valuation it remains too ripe for most tastes.

## Private equity: winners cursed

As rigged as the game may be, there are people who somehow fail at private equity. The FT reports that fundraising and buyout activity is at record nominal levels with more than \$2tn of "dry powder". Moreover, adjacent alternative asset strategies like real estate and credit investing have also taken off. It is not as easy as it looks.

Private markets continue to strike the fancy of both nascent and mature businesses keen to avoid the glare of retail shareholders, activist investors and passive managers. But the megafunds and megadeals of today reflect a thinner group of managers – the likes of Blackstone and Apollo for example – which have demonstrated they can consistently make money.

As such they can raise \$20bn pools that take a disproportionate amount of money from pensions and sovereign wealth funds. The last private equity boom walked right into the financial crisis. Some financial sponsors made enough poor bets to never fully regain the confidence of limited partners. It will take perhaps a decade to find out, but watch carefully for the names that wash out after this latest boom.

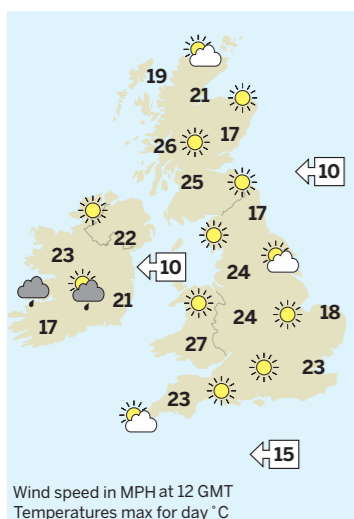
Leveraged bets are inherently asymmetrical. Losses are bounded by zero but gains can be multiples of 4-5 times capital, or more. Layer in management and other fees, as well as fund life cycles that last for years, and it should be straightforward to mitigate losses and smash a home run or two.

For instance, many buyout funds raised in 2004-05 that bought assets at peak prices in 2006-07 still returned more capital to investors than was deployed. Blackstone's \$26bn bet on Hilton Hotels was nearly wiped out in 2010. A debt restructuring kept it on life support and eventually the firm made several billions in profit after the economy roared back.

The big alternative managers today believe their size allows them access to unique transactions that avoid bidding wars and overpaying for assets. Expect some of those writing the big cheques to private equity to get burnt.

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## WEATHER



City	Sun	Mon	Tue
Amsterdam	23 73	27 81	27 81
Athens	35 95	26 79	26 79
B'ham	24 75	27 81	27 81
Bangkok	Cloudy 33 91	Buenos Aires Rain 15 59	Dubai Sun 21 70
Barcelona	Sun 31 88	Edinburgh Sun 20 68	Frankfurt Sun 29 84
Beijing	Cloudy 31 88	Geneva Sun 33 91	London Sun 23 73
Belfast	Sun 22 72	Glasgow Sun 25 77	Los Angeles Fair 25 77
Belgrade	Sun 27 81	Hamburg Sun 23 73	Munich Sun 28 82
		Helsinki Sun 21 70	New York Fair 32 90
		Hong Kong Fair 32 90	Nice Sun 31 88
		Istanbul Thunder 30 86	Paris Sun 33 91
		Jersey Sun 27 81	Prague Sun 25 77
		Lisbon Sun 27 81	Reykjavik Rain 13 55
		Los Angeles Fair 25 77	Rio Sun 29 84
			Rome Sun 33 91
			San Francisco Fair 19 66
			Stockholm Fair 21 70
			Strasbourg Sun 30 86
			Sydney Sun 20 68
			Tokyo Thunder 30 86
			Toronto Thunder 28 82
			Vancouver Cloudy 20 68
			Vienna Sun 26 79
			Warsaw Fair 22 72
			Washington Fair 34 93
			Zurich Sun 30 86

## Asia. Insight Out.

Forecasts by  
**MeteoGroup**

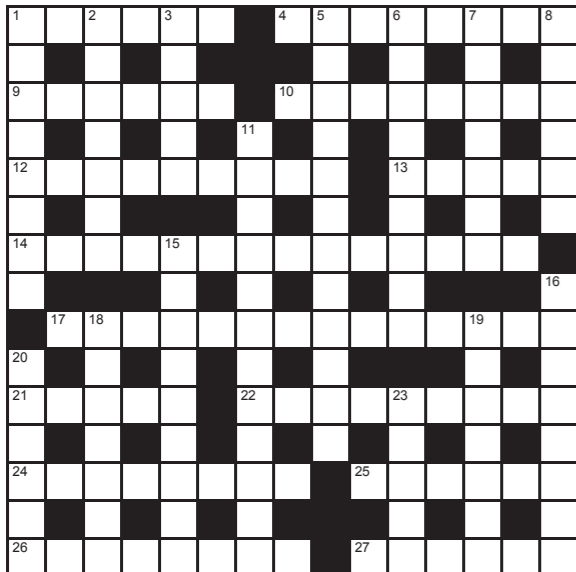
City	Sun	Mon	Tue
Luxembourg	Sun 29 84		
Lyon	Sun 36 97		
Madrid	Sun 41 106		
Manchester	Sun 24 75		
Miami	Shower 32 90		
Milan	Sun 38 100		
Montreal	Fair 29 84		
Moscow	Rain 15 59		
Mumbai	Thunder 29 84		
Munich	Sun 28 82		
New York	Fair 32 90		
Nice	Sun 31 88		
Paris	Sun 33 91		
Prague	Sun 25 77		
Reykjavik	Rain 13 55		
Rio	Sun 29 84		
Rome	Sun 33 91		
San Francisco	Fair 19 66		
Stockholm	Fair 21 70		
Strasbourg	Sun 30 86		
Sydney	Sun 20 68		
Tokyo	Thunder 30 86		
Toronto	Thunder 28 82		
Vancouver	Cloudy 20 68		
Vienna	Sun 26 79		
Warsaw	Fair 22 72		
Washington	Fair 34 93		
Zurich	Sun 30 86		

## Get the business insights you need to succeed in Asia

## NIKKEI ASIAN REVIEW

### CROSSWORD

No. 16,205 Set by WANDERER



- ACROSS**
- 4 Bearing adversity, drink a sort of gin? That's cheating (6-8)
  - 9 Model into safe sex, primarily out in gorges (6)
  - 10 Peg's after a playwright? Not the one who's never arrived (8)
  - 12 No veggie creation ultimately, with Welshman in mind (9)
  - 13 What surgeon might use, cutting opening in unclothed heavenly body (5)
  - 14 Those making maps of Scotland, for starters (8,6)
  - 17 Ascetic lies about state of the Christian church (14)
  - 21 Disease shown by boil – operable, on reflection (5)
  - 22 Size of meal I'd put away (9)
  - 24 Prepare to print codicil, mostly with type having being reset (4-4)
  - 25 Happy and carefree as a Round the World sailor, say (6)
  - 26, 27 Wrong grid initially in puzzle – second in a row? (8,6)
- DOWN**
- 1 One that's crossed over is not one suffering from deceit (8)
  - 2 A foreign article getting no female sacked, as not publicised (7)
  - 3 Weapon used by police in Eilat, historically (5)
  - 5 Automatically approves Johnny's Time when entertaining politician (6-6)
  - 6 Something fishy about someone making over 500 runs? Suspect something is afoot (5,1,3)
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### JOTTER PAD



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# Companies & Markets

FINANCIAL TIMES



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## Buyout groups hold \$2.5tn in cash

◆ War chest fuels M&A boom ◆ Volatility fails to curb appetite ◆ Deal values climb

JAVIER ESPINOZA — LONDON  
ERIC PLATT — NEW YORK

Private equity dealmaking has soared to its highest level since the lead-up to the global financial crisis and there is no end in sight to the buyout boom as companies chase investment opportunities for a record near-\$2.5tn of unspent cash.

The first half of 2019 has seen several \$10bn-plus megadeals, with groups undeterred by volatile financial markets, a slowdown in global growth and rising trade tensions.

Deal appetite at leveraged buyout outfits such as KKR, Blackstone and Brookfield has been fuelled by the enormous pile of "dry powder" they have

raised from pension and sovereign wealth funds and not yet spent, and by low borrowing costs that make it easy to finance takeovers.

Data provider Prequin estimates \$2.44tn of dry powder is available to buy companies, property, infrastructure, natural resources and debt. Tens of billions of dollars more are being raised for new funds, giving buyout groups even more dealmaking ammunition.

The value of leveraged buyouts climbed to \$256bn in the first six months of 2019, the second-largest first-half on record, according to data provider Refinitiv, eclipsing even the pace in the boom year of 2006 when private

equity groups targeted household names such as casino group Harrah's and US radio operator Clear Channel.

Private equity dealmaking has accounted for 13 per cent of global acquisition activity this year, the highest level since 2013.

"Deal volume in private equity has been very good. A number of transactions have kept the machine going," said Simona Maellera, global head of financial sponsors at UBS. "I expect the second half of the year will follow the same pace of the first half. Deals can be financed, competition for assets is vivid, everyone has a lot of money."

The build-up of capital has prompted

**'Deals can be financed, competition for assets is vivid, everyone has a lot of money'**

leveraged buyout shops to be more aggressive. Leverage levels are rising, in part due to a more relaxed attitude from US regulators, and the takeovers themselves have become larger.

Four private equity deals have surpassed \$10bn this year, matching the total number of megadeals in 2018. They include Blackstone's \$18.7bn takeover of the US warehouses portfolio of Singapore-based GLP, as well as EQT's \$10.1bn purchase of Nestlé's skincare unit and the \$14.3bn sale of fibre optic cable owner Zayo Group to Digital Colony Partners and EQT.

Lex page 12  
US leads charge page 17

## Tail Risk

Philip Stafford



Donald Trump arrived in Osaka for the G20 summit firing out bars at a range of targets, including hosts Japan, India and the head of the EU's antitrust unit, Margrethe Vestager. But other broadsides from Washington this week, aimed at Brussels, also have implications for the world's financial markets.

At a meeting held by the House agriculture committee on Wednesday US lawmakers lined up to tear into plans by the European Union to tighten supervision of its derivatives markets after Brexit. Brussels wants more direct oversight of clearing houses, which safeguard the financial system by acting as counterparties between sellers and buyers of shares or derivatives.

The EU's rules are aimed at London, because the city handles the vast majority of the €450tn market for interest rate contracts, denominated in euros. But the UK capital has become a flashpoint because it handles most US dollar-denominated derivatives too.

As Terry Duffy, the abrasive head of CME Group, the Chicago futures exchange, put it at the hearing: "We are discussing a regulatory over-reach by the EU that is in direct challenge to the authority of the US Congress and the Commodity Futures Trading Commission to set rules and to regulate the US futures market."

US complaints about over-reach may bring a wry smile to compliance officers around the world, many of whom struggle with US-conceived rules, but there were other frank comments. One proposal to raise fees for supervision, as part of the EU's reform package, "is an egregiously bad infringement under US sovereignty", said Neal Dunn, a Florida Republican.

Brussels has said it is working in good faith and that its proposals would allow local regulators to police their markets. CFTC head Christopher Giancarlo has delivered similarly strong views to Brussels before, on its plans to expand oversight. Given the lack of action from the US so far, EU officials have tended to regard tough talk in public as Trumpian posturing, and the CFTC looking to pick a fight.

But Mr Giancarlo has tried to reset relations in the past, conceding that Obama-era rules for swaps market oversight, for example, had gone too far. The House meeting should therefore send a message to the EU that unease over its plans is felt across Washington. Mr Duffy suggested Congress should stop US investors trading German sovereign debt, if the EU were to follow through.

Calmer heads pointed out that such retaliatory moves hurt all markets. But what the EU proposals lack — two years after they were first aired — is details, especially over who should take charge of a clearing house in a crisis. Providing an answer to that question this summer could cool temperatures down — or possibly raise them further.

philip.stafford@ft.com

## Home work Oxford university in £4bn housing deal with L&G

Legal & General has agreed a £4bn deal with Oxford university to develop thousands of new homes in the city.

The move is the latest sign of commercial interest in UK universities, which have seen billions of pounds of investment in the past decade, fuelling a construction boom.

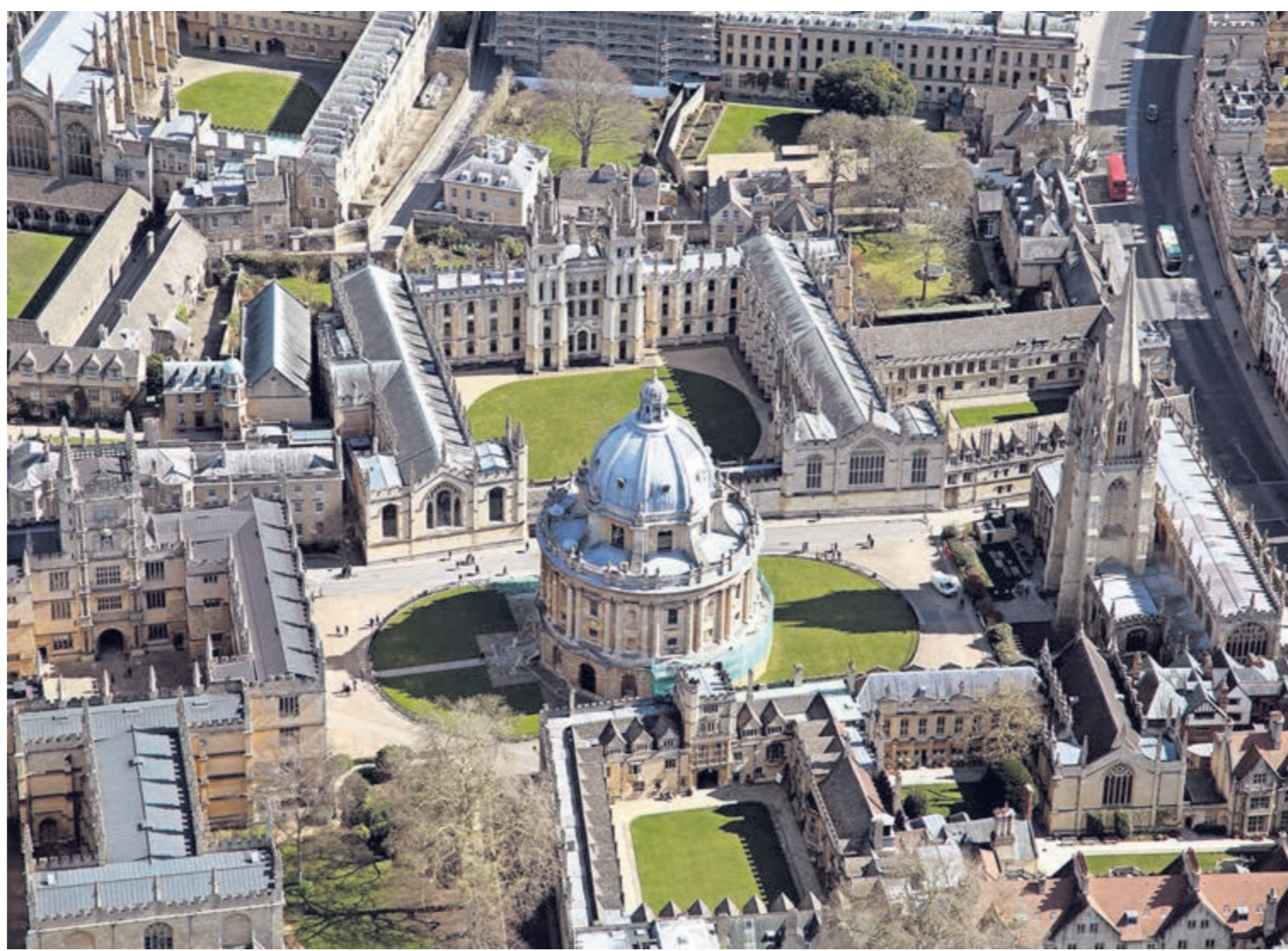
"You're going to see a lot more of this in the next few years," said Nigel Wilson, chief executive of L&G. "If you look at it on a global scale, the UK really punches above its weight in universities."

The university will provide land for the arrangement while L&G will provide the funding.

Mr Wilson said the insurer, which manages about £1tn globally, would embark on similar projects around the UK. "Between the university, the council and the colleges, they own an enormous amount of land — and this is true everywhere," he said. "You almost have to have a helicopter to go over these cities to see all the areas that are not built on, or are run down."

The plans draw on a model pioneered in the US, where higher education institutions act as anchors for private sector investment.

They also reflect the appetite of big investors for alternative sources of income at a time when yields in fixed income markets remain near record lows. As a life insurer, L&G makes long-term promises to its customers and so needs long-term assets to enable it to meet those promises. Thomas Hale and Oliver Ralph



APS (UK)/Alamy

**'We are discussing over-reach by the EU that is a direct challenge to the CFTC's authority to set US rules'**



## Station F puts France on track to emulate US rival

Station F, the disused Paris rail depot reinvented as a start-up incubator, is much touted as a sign of France's tech renaissance. But critics carp that it is no Y Combinator, California's "Harvard of start-ups", whose alumni include Dropbox, Stripe and Airbnb.

Analysis ► PAGE 16

## Fresh blow for H2O as Morningstar cuts fund rating over risk control concerns

ROBERT SMITH

H2O Asset Management has seen the rating on one of its funds cut by Morningstar, in a fresh blow to the once high-flying asset manager now battling to restore confidence in its risk controls.

Morningstar, whose assessments are a key guide for investors, cited concern over risk controls and the valuation of a swath of bonds tied to German entrepreneur Lars Windhorst as it cut the rating on the Allegro Fund to "neutral".

Years of double-digit returns turned H2O into one of the most highly sought fund managers in recent years. But a Financial Times report last week revealing that H2O had an outsized bet on bonds connected to Mr Windhorst, who

has a history of legal troubles, has prompted investors to pull billions of euros from its funds.

Investing "a sleeve of Allegro's portfolio in illiquid, high-risk corporate bonds, all linked to [Mr Windhorst] raises concerns about the robustness of the security selection process applied here", said Mara Dobrescu, an analyst at Morningstar, which last week suspended its bronze rating on the fund.

Outflows from H2O's funds accelerated on Monday, data showed, with the six funds at the heart of its illiquid bond crisis having lost more than €5bn in assets. The asset manager said on Wednesday it had suffered €450m of fresh redemptions but that there had also been "substantial inflows".

Bruno Crastes, chief executive of H2O, a subsidiary of French bank Natixis, said that Morningstar's decision to resume rating the fund was a "significant vote of confidence" in the measures it had implemented. "We are confident that we will soon regain our prior rating," he added. Morningstar's rating on the fund is now just above its lowest level of negative.

Morningstar balanced its report by praising the excellent returns at the firm. But it added that this "stellar record" came at the "cost of higher risk than investors could have expected".

Mr Windhorst, meanwhile, yesterday splashed out €125m on a large stake in lossmaking and heavily indebted German football club Hertha BSC Berlin.

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## COMPANIES

## Chemicals

# Bayer shakes up strategy on herbicide

Settlement hopes rise as litigation panel is formed and notable lawyer tapped

TOBIAS BUCK — BERLIN

Shares in Bayer rose more than 8 per cent yesterday after it suggested that it might be open to a settlement aimed at ending its legal battle over glyphosate-based pesticides in the US.

The shift was welcomed by Elliott Management, which on Wednesday confirmed that it had built a stake in Bayer worth €1.1bn as the company grapples with the lawsuits.

The chemicals and pharma group has been under pressure since August last year, when a California jury ruled that a pesticide owned by the group was responsible for causing the plaintiff's

terminal cancer. The jury went on to award damages of \$289m, a sum that was subsequently reduced but which triggered an avalanche of similar cases.

The German company faces more than 13,000 glyphosate-related cases. US juries ruled against it in two further trials this year, the latest of which involved damages of more than \$1bn each for two plaintiffs.

Bayer insists that glyphosate is safe, and until this week ruled out any suggestion that it might be ready to reach a settlement. That stance appeared to shift on Wednesday when it announced that it was setting up a special supervisory board committee to examine its legal strategy, and appointed a high-profile lawyer to advise on trial tactics and mediation.

The statement was understood by analysts and investors to be a clear sign

that Bayer is no longer strictly opposed to an early settlement.

"The market hates uncertainty. Investors are thus enthused by the prospect of a quicker than expected settlement to glyphosate cases as this provides certainty around their financial cost," said Sebastian Bray, analyst at Berenberg.

The shares rose as high as €60.70 in Frankfurt. The stock remains down more than 30 per cent year on year, however, a decline that has sparked fury among shareholders and triggered speculation that Bayer might face pressure from activist investors such as Elliott to take steps including appointing new management or breaking itself in two.

Bayer's market capitalisation remains below the \$63bn it paid to acquire Monsanto last year, the takeover that landed

13,000

Number of glyphosate cases the group faces

€1.1bn

Value of Elliott's stake in the company

it with the glyphosate-based pesticide that is at the centre of the legal battle.

Elliott said that it welcomed the steps taken by the supervisory board, which included the appointment of John H. Beisner as special adviser. Mr Beisner heads the mass tort, insurance and consumer litigation department of law firm Skadden in Washington.

The fund said that it was "confident that today's statement marked a step-change in Bayer's approach to addressing the legal challenges currently facing the company".

It added that "the creation of the special committee will provide a new level of oversight and a fresh perspective to a litigation strategy in need of a radical overhaul, and help guide the company towards a rational, fair and swift settlement".

See Lex

## INSIDE BUSINESS

## TECHNOLOGY

Richard Waters



## Silicon Valley looks for a cure to Wall Street's short-term addiction

This is not an obvious time for Silicon Valley to complain that some of its best ideas are being ignored by Wall Street.

Not since the dotcom bubble two decades ago have loss-making tech companies found such an easy path to the public markets. Uber and Lyft (combined cash burn over the last three years: \$10bn) have been the most visible examples this year, but they are far from alone.

Jay Ritter, a researcher at the University of Florida, calculated that 84 per cent of tech companies doing an IPO in 2018 were loss-making the year before, up from only 29 per cent a decade ago and only just below the dotcom high.

Of course, the market's current hunger for growth over profits is not the norm. Over the long term, according to AllianceBernstein, the shares of companies with high sales growth underperform the S&P 500 by an annualised 2.9 per cent, while those that generate high profitability (measured by return on assets) outperform by almost as much.

So does that mean Wall Street is rational, voting for positive cash flow over corporate empire-building? Or that it tends to revert towards a short-sighted mean, picking companies that can deliver profits now, rather than build strong market positions for the future?

Some Silicon Valley insiders strongly believe the latter. Their answer — called the Long-Term Stock Exchange — was formally approved by the SEC last month, and has just published its first set of proposed listing rules.

As the name suggests, the exchange hopes to establish a new contract between investors and companies that encourages the pursuit of long-term value creation — measured in "years, decades, and generations" — over short-term profits.

The brainchild of Eric Ries, author of *The Lean Startup*, it has the backing of venture capitalists like Founders Fund and Andreessen Horowitz. They argue that Wall Street short-termism has discouraged many tech companies from going public.

The rules published this week are a first stab at establishing the general principles that companies would sign up to when listing on the exchange. That makes them necessarily bland. What company wouldn't claim to consider all stakeholders in its decision-making, or invest in its staff for the long term?

But more detailed listing rules will follow. The most controversial proposal is to reward long-term shareholders with more voting power: the longer shares are held, the greater the voting rights that attach to them.

To critics, this sounds like a twist on the idea of concentrating voting rights to subvert the normal market for corporate control. Silicon Valley's way of doing this — using special classes of founder stock with supervoting rights — has already led to a stand-off with investor rights groups.

Letting more votes accrue over time presents a paradox for investors with a true long-term perspective. They would be rewarded for their patience with higher voting rights. But when the time finally came to sell, the rights attached to the shares would reset, meaning that the long-term investor wouldn't be able to capture some of the value their patience has helped create.

It would also, by definition, concentrate power in the hands of founders and early investors who are in the driving seat at the time of a company's IPO.

Not surprisingly, some corporate governance experts are loath to back anything that detracts from the principle of one share, one vote. The Council of Institutional Investors complains that concentrating power in the hands of a small number of big institutional investors — or governments that hold stock — will not necessarily lead to better decision making. It points to the example of France, where government ownership introduces political considerations not aligned with the interests of other investors.

And investors' time horizons change: just because someone has been a holder for a number of years doesn't mean they are still committed for the long term.

Despite these drawbacks, it is hard to argue with the idea of bringing more competition to listings rules. If enough issuers and investors truly feel that the current arrangements hurt their interests, then it makes sense to offer alternatives.

It will take explicit backing from big investors to give companies the confidence to adopt new listing rules like these. That seems a long shot — but it is worth debating.

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## Automobiles

## Ford Europe to cut 12,000 jobs and close six plants

PETER CAMPBELL

Ford will shed 12,000 jobs in Europe, launch new models and add electric technology to its vehicles in an attempt to bring the loss-making region back to profit.

The company announced this year it would overhaul the division and yesterday clarified the scale of job losses and disruption to its plants.

By the end of 2020, the carmaker will have 18 production facilities, compared with 24 at the start of this year, after selling its Slovakian engine site and closing five further facilities including the engine plant at Bridgend in Wales, a transmission plant in France and three Russian sites.

Ford is also reducing shifts at its assembly plants in Saarlouis, Germany and Valencia, Spain, as well as cutting management roles across the region.

Its workforce will reduce by 12,000, including 2,000 salaried roles, as part of a wider move by the company to shed 7,000 salaried employees globally.

Of the 12,000 job losses, some 3,000 come from the UK, 5,000 from Germany, 2,000 from Russia and about 800 from France.

Ford is also undertaking turnarounds in China and Latin America, as it attempts to "re-design" its business under chief executive Jim Hackett.

The US carmaker said it is "on track to significantly improve its financial results in Europe this year".

It has posted losses in the region for the past two years as a result of sliding diesel sales, softening demand and foreign exchange rates, principally the fall in the pound. Last year, losses in Europe hit \$400m and the company's aim is to report a 6 per cent profit margin for the region.

"Ford will be a more targeted business in Europe, consistent with the company's global redesign, generating higher returns through our focus on customer needs and a lean structure," said Stuart Rowley, Ford of Europe president.

"Our future is rooted in electrification," he added. "We are electrifying across our portfolio, providing all of our customers with more accessible vehicle options that are fun to drive, have improved fuel economy and are better for our environment."

Two of the new models it is launching will be manufactured in Europe, while the company is also looking at importing more models into the region.

## Travel &amp; leisure



On the ball: Hertha Berlin's goalkeeper Rune Jarstein (right) in Bundesliga action against Stuttgart — Axel Schmidt/Reuters

## Windhorst buys stake in Hertha BSC Berlin

OLAF STORBECK — FRANKFURT

German businessman Lars Windhorst has splashed out €125m on a 37.5 per cent stake in loss-making and heavily indebted German first-tier football club Hertha BSC Berlin, in one of the largest equity transactions in the history of the Bundesliga.

Mr Windhorst, a flamboyant entrepreneur with a history of legal troubles, is at the centre of a controversy over illiquid and high-risk corporate bonds held by H2O Asset Management's funds, a subsidiary of French bank Natixis.

The funds suffered outflows of more than €5bn since the Financial Times reported on the exposure last week.

Mr Windhorst has bought the Hertha stake through his investment vehicle Tendor Holding and has the option to acquire another 12.4 per cent stake in the club over the coming years at a higher valuation, the club and Tendor said in a joint statement yesterday.

Tendor said it was a "global investment holding company" with a focus on

"special situations where its entrepreneurial innovation provides support and expertise to rapidly create value".

A spokesman told the FT that it has "several billion euros" of assets, with the money coming from "private pools, sovereign and institutional investors".

The deal values 100 per cent of Hertha's equity at €333m; that is a 70 per cent premium on the price the club paid to private equity group KKR seven months ago, when Hertha bought back its 36.3 per cent stake for €71.2m.

The club's president Werner Gegenbauer said the transaction put Hertha in a "much stronger financial position and preserves its culture". The club said it would lead to "increased investment in the team and its players, an enhanced digital strategy and better marketing of the club around the world".

Late last year, Hertha had interest-bearing debt of €119.6m, according to an investor presentation by the club.

Tendor said that the acquisition was not a trophy. "It would be too expensive for that," a spokesman said, adding that

The deal puts the business in a 'much stronger position and preserves its culture'

Werner Gegenbauer, club president

it was driven by financial considerations as Hertha's business potential was large.

"The sports market in general and Hertha in particular will grow strongly," he said, adding that Hertha had a "well-proven business model" and a very professional management.

Tendor declined to comment on funding for the deal. In the past six months, three of the group's portfolio groups have issued €2.75bn in bonds at yields of between 5 and 8 per cent. Three of the bonds were earmarked for investments in oil and gas projects and a German medical tech group. Tendor Finance BV issued a €1.5bn bond this month.

Hertha finished 11th in the Bundesliga in the 2018-19 season. Revenues rose 23 per cent in the 2017-18 season to €129.6m while net losses narrowed by a third to €4.1m. The previous year was the fourth consecutive loss-making season with cumulative losses since the 2014-15 season adding up to €24m.

Additional reporting by Cynthia O'Murchu in London

See City Insider

## Technology

## Huawei poised to ramp up licensing fees in US

SUE-LIN WONG — SHENZHEN

Huawei has said it wants to charge more US companies for using its intellectual property, after asking Verizon to pay more than \$1bn in royalties for using about 250 of its patents.

But the Chinese telecoms equipment company, which is at the heart of the US-China trade war, insisted that the demands should not be seen as political, and were simply "common" business.

"Huawei's fundamental principle of intellectual property rights is that they should be defensive not offensive in nature so we won't weaponise our patents," Song Liuping, Huawei's chief legal officer told reporters yesterday, adding that the company opposed charging

"exorbitant licensing fees". When asked which other US groups it had approached for payment, Huawei said it was "all the companies you can think of" but declined to name specific businesses, citing ongoing negotiations.

Huawei has already signed patent agreements with companies including AT&T, Qualcomm and Apple.

The company has been on a PR blitz since it plunged into crisis late last year and analysts say it is looking for new ways to retaliate and raise revenue after being squeezed by the US.

Huawei says its patent negotiations with Verizon, which were first reported by the Wall Street Journal and Reuters, are normal business activity and it has existing licensing agreements with com-

panies including Nokia, Ericsson, BT, Siemens and Samsung. Since 2015, Huawei says it has earned more than \$1.4bn in licensing revenues.

Earlier this month, Senator Marco Rubio of the US filed an amendment to the National Defense Authorisation Act, which would prevent Huawei from seeking damages for its patents in US courts. "With regards to what some US politicians have proposed, the suggestion of banning Huawei from enforcing its intellectual property rights is an extremely dangerous signal," said Mr Song, adding if the proposal passed, it would be "catastrophic for global innovation".

Additional reporting by Qianer Liu in Shenzhen and Louise Lucas in Hong Kong

## Banks

## JPMorgan eyes stake in Jenkins' fintech group

ROBERT ARMSTRONG — NEW YORK  
NICHOLAS MEGAW — LONDON

JPMorgan Chase is in talks to purchase a stake in 10x Future Technologies, the banking technology start-up founded by former Barclays chief Antony Jenkins, according to a person close to the situation.

Founded in 2016, 10x develops technology that allows banks to retrieve customer data more quickly, supporting faster, cheaper banking services. Many banks around the world still depend on core processing technology that was developed decades ago.

The size, terms and timing of any potential deal remain unclear. The talks were first reported by Sky News on

Wednesday. Both JPMorgan and 10x declined to comment.

A deal with JPMorgan, the largest bank in the US, would represent a major vote of confidence in 10x, which only recently had looked to have an uncertain future after losing its largest client, the UK bank Virgin Money. The company was designing a new system for Virgin, but the project was abandoned after the bank was taken over.

10x has since started working on a project for Nationwide Building Society, which also took a £15m stake in the business in March. The Nationwide project is focused on a digital platform for business current accounts. Rebecca Skitt, chief executive of 10x, said that investment "validates our potential".

Other investors in 10x include Ping An, the Chinese financial services group, and consultancy Oliver Wyman.

JPMorgan, which has an internal technology budget of more than \$10bn a year, has made a series of investments and acquisitions in the fintech sector. The bank invested in InvestCloud in 2016, and in 2017 it bought both WePay, a business payments technology provider, and a mobile payments technology developed by MCX. Last month the bank bought the healthcare payment company InstaMed for \$500m.

The bank also announced last year that it was building a "fintech campus" in Palo Alto in Silicon Valley that will house more than 1,000 employees.

See Lombard

## APPLE

# Apple at a crossroads as maestro of industrial design packs up his iPhone

Ive's departure will reopen debate on how to find a hit product to match smartphone's runaway success

TIM BRADSHAW  
GLOBAL TECHNOLOGY CORRESPONDENT

When Jony Ive became leader of Apple's design studio in 1996, the company was in a precarious state. It was slashing thousands of jobs to cut costs and many on Wall Street thought the "insanely great" company had simply gone insane — and might soon go out of business.

Within just two years, the turnaround had begun. With co-founder Steve Jobs back in charge, 1998's release of the candy-coloured iMac, designed by Sir Jonathan, kick-started a prolific and profitable two decades unlike any other in Silicon Valley history. From the revolutionary iPod and iPhone, through the death of Jobs and onwards to its new frontier in wearable devices such as Apple Watch and AirPods, the British designer has sat serenely at the centre.

That era, however, is drawing to a close as Sir Jonathan prepares to move on from Apple to launch his own venture, LoveFrom.

"Jony is one of a kind," Tim Cook, Apple's chief executive, told the Financial Times in an interview this week. "The work on the original iMac was sort of the point at which people began to pay attention to Apple again on something other than how badly economically the company was doing."

As a company worth nearly \$1tn, Apple today is financially secure. But Sir Jonathan's looming departure will once again raise questions about its future.

This is not the first time that Sir Jonathan's role has evolved during his seminal career. In recent years, his design expertise has extended beyond



Jony Ive with Steve Jobs in 2005

tual assistants with Siri, Apple found itself outflanked by Amazon's Alexa and Google Assistant in both sales of smart speakers and artificial intelligence capabilities. As Silicon Valley looks to smart glasses and autonomous cars as new frontiers, it is unclear whether its continued reliance on the iPhone for two-thirds of its revenues will prove an asset or a distracting liability.

## New blood at Apple

Some analysts believe that new blood could invigorate Apple's response to these challenges. Alongside the high-profile departures of Ms Ahrendts and Sir Jonathan, Apple poached John Gianandrea from Google to become its head of machine learning and AI strategy, as well as Hollywood veterans Jamie Erlicht and Zack Van Amberg from Sony Pictures Television to run its push into original video.

"The apparent acceleration in the pace of change within Apple at the executive level reflects the paradigm shift the company is undergoing from a hardware-driven story to 'Apple as a service,'" said Gene Munster, a former Wall Street analyst turned tech investor with Loup Ventures, in a note earlier this year. "To successfully capitalise on new opportunities, Apple needs a very different set of skills."

Just this week, Apple continued to scoop up talent in new areas with the

'Jony's contributions are found in every product Apple has shipped during the past 20 years. He oversees the vision'

acquisition of Drive.ai, a self-driving car start-up. Sir Jonathan may have served several times as a member of the jury at the Goodwood Festival of Speed, an annual vintage car rally in the English countryside, but rethinking the "human-computer interaction" between a robot driver and its passengers is completely new territory for just about everyone in Silicon Valley.

## 'No one person' decides on products

Perhaps the most significant concern for investors will be that Sir Jonathan's move will take away another arbiter of focus and product direction that Apple had already lost with the death of Jobs.

In their separate interviews with the FT this week, Mr Cook and Sir Jonathan insisted that no single person at Apple decides which innovations graduate from its R&D labs and which are sent back to the drawing board.

"The company runs very much horizontally," said Mr Cook. "The reason it's probably not so clear about who [sets product strategy] is that the most important decisions are there are several people involved in it, by the nature of how we operate."

Meanwhile, Sir Jonathan's focus is already starting to look beyond the steel and glass borders of Apple Park, saying he wants to "solve some complicated problems".

He also hinted at an impatience to broaden his horizons after almost 30 years at Apple.

"One of my defining characteristics is almost a fanatical curiosity," he said. "But if you don't have the space, if you don't have the tools and the infrastructure, that curiosity can often not have the opportunity to be pursued."

LoveFrom itself defies traditional categorisation. "I have no interest in creating yet another design agency," he said firmly. "What's important is the values and what motivates that collection of people... Small groups of people, I think as Apple has demonstrated over the years, can do some extraordinary things."

Additional reporting by Martin Coulter  
See Lex



crafting Apple's pocketable devices. He helped retail chief Angela Ahrendts overhaul its stores, from fixtures such as its tree-lined "Genius Groves", down to simplifying product packaging.

More significantly, he oversaw the company's long-planned move to its new headquarters, Apple Park, which was first conceived with Jobs back in 2004 and designed in partnership with British architects Foster + Partners.

In 2015, Sir Jonathan handed off managerial responsibilities for the design team to focus on Apple Park. At the time, the move prompted some speculation that he was preparing for his exit, but in 2017 he took back those duties again. Speaking at a Wired magazine event last year, he appeared to suggest that he was back for the long haul, saying: "There's an awful lot to do and an awful lot of opportunity."

The move to Apple Park, he had said then, was a big part of that "energy and vitality".

## Watershed moment

Last month, Apple held a garden party for its staff to mark the completion of the move to its new spaceship-like headquarters; Lady Gaga performed a private concert. Sir Jonathan was due to give a short speech at the event but at the last minute had to fly back to the UK to visit his father, who had just suffered a stroke.

Though Sir Jonathan was absent and most of the employees attending were unaware, the event inaugurating the new HQ would prove to be a watershed moment for the head of Apple's design team.

"[Apple Park] was a really significant project that was unlike many of our others, because it was for us," Sir Jonathan said. It also brought Apple's entire design team together for the first time into one purpose-built studio, with industrial designers sitting side by side with font and interface designers.

"With the completion of Apple Park, that also meant in a way that the vision for this quite extraordinary team was finally enabled," he said. "Part of the timing for LoveFrom is in some ways connected to having that very clear sense about the health and vitality of the design team."

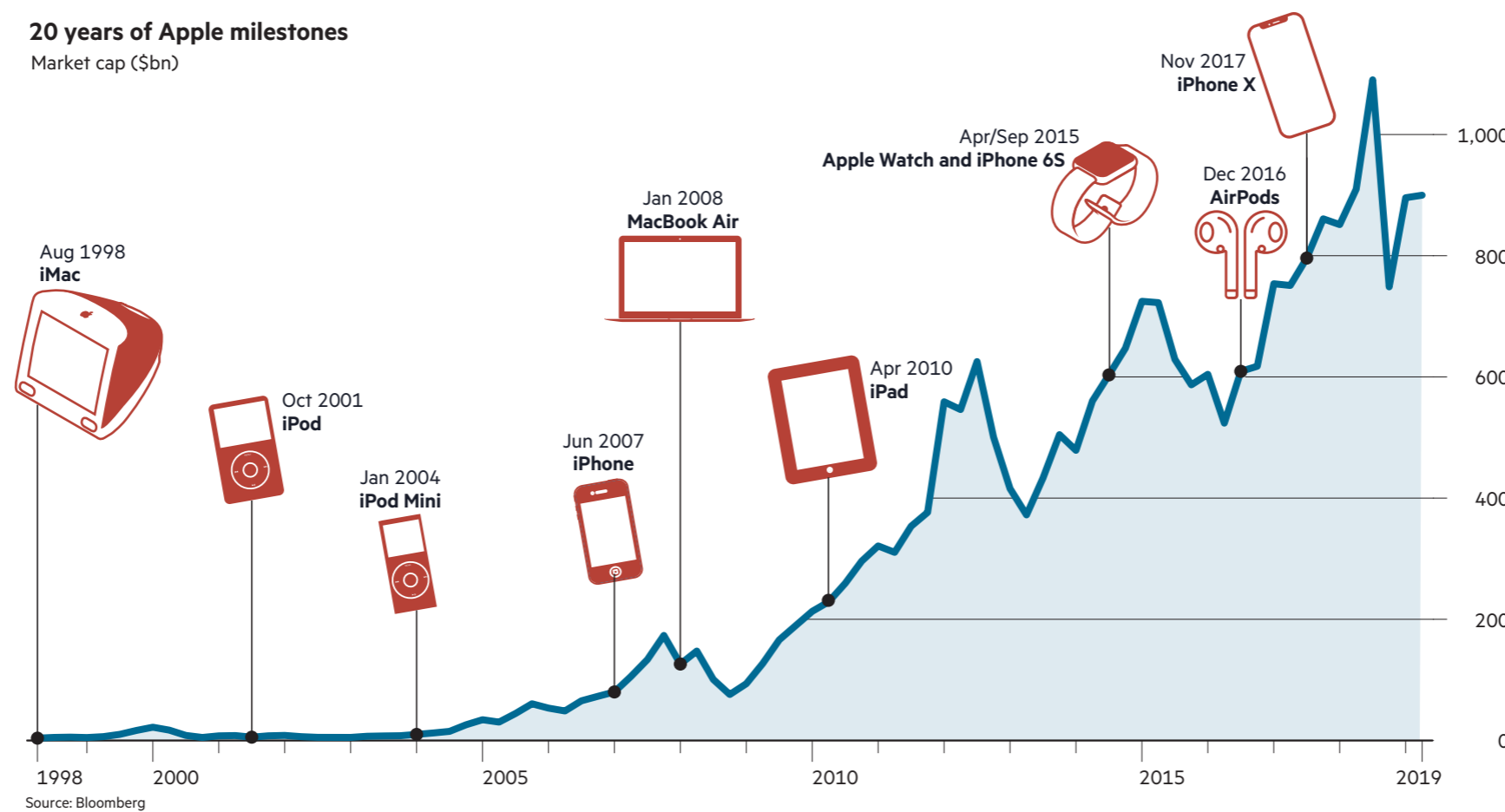
Mr Cook agreed: "Perhaps the most important legacy that he leaves... is the team."

## The power of the design lab

Jobs was a frequent visitor to Apple's design lab, according to his biographer

## 20 years of Apple milestones

Market cap (\$bn)



Source: Bloomberg

Jony Ive with one of the company's iPod range in 2013. Above left, Sir Jonathan with Apple's then senior vice-president of engineering Jon Rubinstein, with the first iMacs in 1999 — Patrick Fraser/Corbis/Getty Images

Walter Isaacson, and ate lunch with Sir Jonathan most days.

Asked how often he visits the design studio, Mr Cook said: "I have a lot of pressures on my time, as we all do, but as often as possible — and certainly in the key moments."

By Apple's outsized standards, the tight-knit group of people who work on product design is small. It runs to just a few dozen people out of an organisation that employs some 132,000 staff.

Yet the team wields a disproportionate influence inside the Cupertino-based company. With an extensive array of tooling and fabrication equipment that is rarely found outside a manufacturing plant, the studio explores new product categories and the materials that might build them, from unique blends of aluminium to ceramics.

They define not only a product's appearance but how its software looks and feels, how it responds to gestures, even how an iPhone or Watch gently vibrates to give a user "haptic feedback".

"No group within Apple has more power than the industrial designers,"

said Neil Cybart, an independent Apple analyst with Above Avalon, in a research report on the group's leadership structure in November. "Jony's contributions are found in literally every product Apple has shipped during the past 20 years. He oversees the vision guiding the largest design company in history."

## What can match the iPhone?

Sir Jonathan has thousands of patents to his name, encompassing the original iPod and iPhone to more obscure innovations, including the iPad's magnetic cover, the Apple Store's wooden tables and a lanyard used to attach an iPod to a wrist.

The names that sit alongside Sir Jonathan's on those design patents have become familiar to close Apple watchers. For decades after it was created in the late 1980s, Apple's core industrial design team saw hardly any departures.

But there has been a noticeable uptick in turnover within the "ID" ranks. Recent losses included Daniele De Iulii, who had worked at Apple for almost 30 years, and Rico Zorkendorfer, the Wall Street Journal reported in April, while veterans Christopher Stringer and Danny Coster both left in 2016.

Sir Jonathan's departure is likely to reopen a debate that has been simmering for several years: how Apple comes up with a new hit product that can match the unprecedented success of the iPhone, whose record-breaking profits propelled Apple to become the first trillion-dollar company last year.

He dismissed such concerns. "Numbers have never been the measure that I turn to, to affirm or describe the success of a product," he said. "There's no motivation that I derive from being different. I'm interested in trying to make things

better... in trying to develop and craft products and experiences that are characterised by their care and not of carelessness."

In any case, it may be that no single product ever will top the iPhone — for any tech company, not just Apple. It is a question that hangs over Silicon Valley as the industry casts around for a new platform, be it virtual reality or smart speakers, that might become as ubiquitous and essential as the smartphone.

## The shift to services

Despite a slow start for the Watch in 2015, Apple has begun to find real success with its accessories, including its wireless AirPods, while it is also putting greater attention on an expanding portfolio of online services, including games, news and video. "We are operating at a breadth and depth level that we've never operated at before," Mr Cook said.

Mr Cook and Sir Jonathan have both pointed to healthcare as a potential new market for Apple, building on the Watch's new capabilities for detecting heart irregularities. Mr Cook told CNBC earlier this year that health could become Apple's "greatest contribution to mankind".

When he rushed to his father's hospital bedside, Sir Jonathan said, "yet again I got a glimpse into an environment and set of products that I think could be so much better and clearly there are so many problems to be solved."

But the structure of the healthcare industry presents even more daunting barriers to transformation than the music or mobile phone businesses that Apple has upended under Sir Jonathan's guidance.

Healthcare is just one example of how the battleground has changed for Apple in recent years. Despite pioneering vir-

## Ive's big hits

- **The iMac G3**  
The blue Bondi iMac sold 800,000 units in 1998
- **iPhone**  
Brought smartphones to the mainstream
- **iOS 7**  
A flat, minimalist redesign
- **Apple Watch**  
Found its market by focusing on health and fitness
- **Apple Park**  
The company's new headquarters, opened in 2017
- **Apple Card**  
A titanium credit card linked to the iPhone's wallet app

## ... and the misses

- Puck mouse
- iPhone 5c
- Macbook's 'butterfly' keyboard



## COMPANIES

## Aerospace &amp; defence

## Boeing investors spooked by 737 Max test setback

US group's shares slip after potential flaw brings risk of relaunch delay

Sylvia Pfeifer, Kiran Stacey and Andrew Edgecliffe-Johnson

Investors in Boeing were struggling to digest the latest setback for the group's 737 Max aircraft yesterday after it emerged that test pilots had found a new potential flaw in its flight control system, heaping further scrutiny

on the company's safety culture. Shares in the aerospace group fell almost 3 per cent in an otherwise positive morning for the US equity market, amid signs of a further delay to getting the plane back into the skies. It has been grounded worldwide since a second deadly crash in March.

Southwest Airlines yesterday said it would push back the reintroduction of the Max into its flight schedules until October 1, a month later than previously planned, cancelling about 150 daily flights, citing the "uncertain"

return to service of the plane. Before the revelation of the second potential flaw, United Airlines had on Wednesday said it would pull the Max from its schedules until September 3, having already done so for June and July.

Analysts at Jefferies said they would revise their previous assumption as to when Max deliveries would restart from the third quarter to the fourth.

"The recent request by the FAA for additional software changes before submission of the Max for certification adds a delay," they said, adding they were

removing the 126 Max aircraft they had previously forecast would be delivered in the third quarter.

Boeing and the FAA remained in talks yesterday about the new flaw. The problem is understood to be separate from the MCAS anti-stall system implicated in the two crashes that killed 346 people. It surfaced when FAA test pilots were trialling Boeing's updated system during simulator exercises. Pilots were trying to follow a set emergency procedure to bring the plane out of a steep dive triggered by MCAS.

The regulator told the company it wants it to correct the additional problem before it allows the aircraft to embark on a precertification flight — a formal test run that would allow the plane to be cleared to fly passengers.

Two people briefed on the most recent development said during one exercise the on-board computer appeared to become overwhelmed, and it took too long for the pilots to be able to regain control.

Another person said the test pilot decided commercial pilots would need

"a few more seconds" to stabilise the aircraft.

Boeing is understood to be assessing whether it can be rectified through a software update or whether it would require a change in the hardware, which could lead to a further significant delay.

The FAA said it "will lift the aircraft's prohibition order when we deem it is safe to do so... On the most recent issue, the FAA's process is designed to discover and highlight potential risks. The FAA recently found a potential risk that Boeing must mitigate."

## Technology. Start-ups

## Station F touted as emblem of French tech revival

Investors say incubator has a long way to go and the quality of enterprises picked is mixed

Harriet Agnew — Paris

Two years ago, a disused rail depot in the south-east of Paris became Station F, the world's largest start-up incubator and a much-touted symbol of France's tech renaissance.

Funded with €250m from telecoms entrepreneur Xavier Niel, Station F "put France on the map," said Oussama Ammar, co-founder of The Family, an accelerator for new companies. "The most important thing is that Xavier Niel showed everyone that France is not scared of doing something bold."

Today, over 1,000 tech start-ups have taken advantage of Station F's cheap workspaces, where desks cost from €195 a month. To mark the anniversary, yesterday Station F published its top 30 start-ups, including Foodvisor, a food journal and nutrition app; Daco, a retail analytics company; wilow, a pay-when-you-drive car insurance app; and Mime-sys, which builds a hologram teleconferencing software.

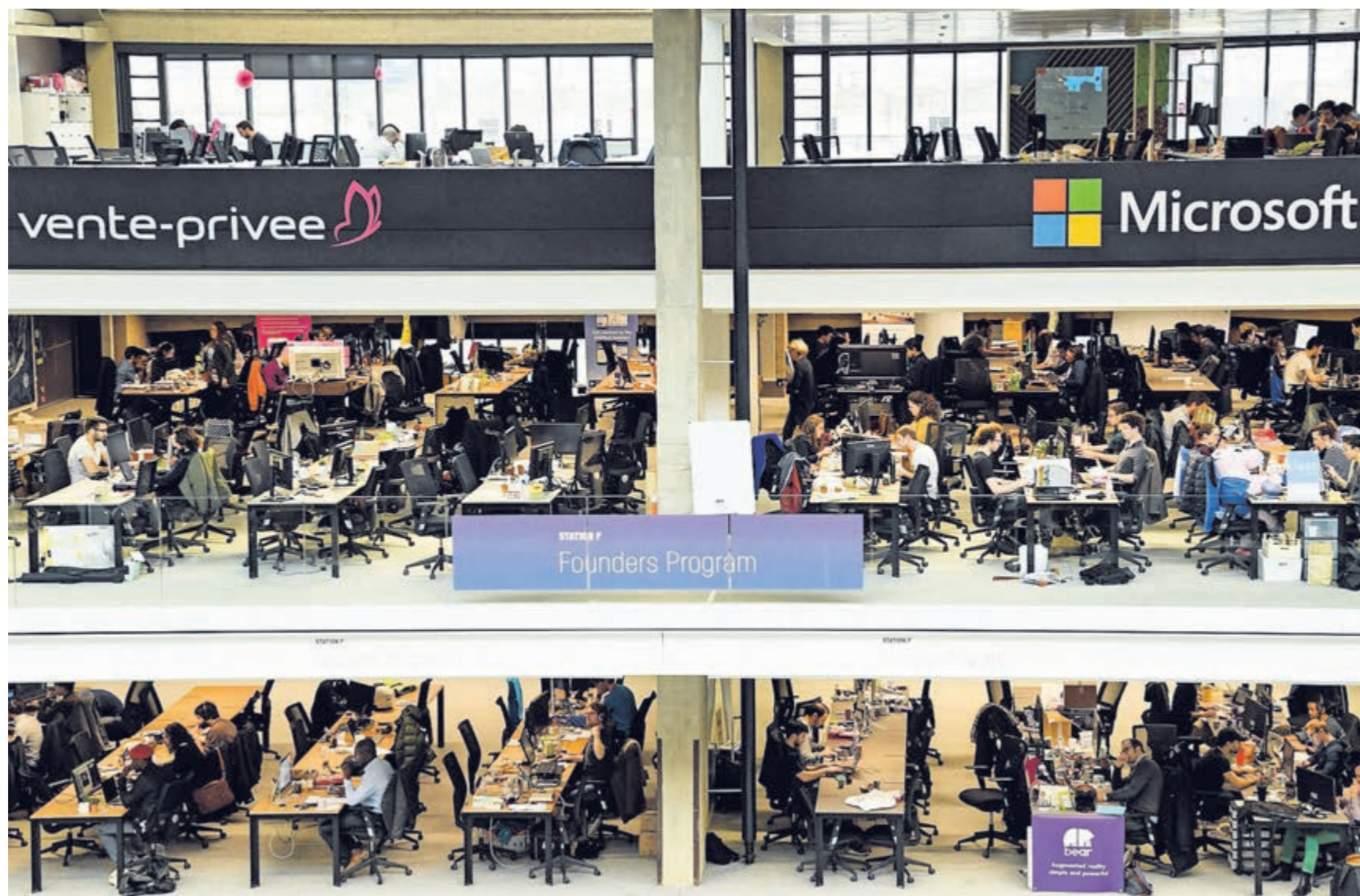
Station F said that it chose the top 30 based on criteria including achieving growth, securing funding and getting acquired. Yesterday it also announced that it would this week open a co-living space for 600 entrepreneurs, a short walk from Station F.

"French tech is a great advertising success, which shows both its pride and identity," says Cédric Villani, an MP for the ruling La République en Marche party. "Station F has played an important part in this."

But investors said there was a long way to go and the quality of the companies selected for its start-up programmes was mixed.

Unlike Y Combinator in California, the seed accelerator that is dubbed the Harvard of start-ups and whose alumni include the likes of Dropbox, Stripe and Airbnb, investors said that being selected for a Station F programme was not a stamp of quality in itself.

"Station F is not the response for



"We wanted to make something accessible. We're offering an alternative"

every entrepreneur and it doesn't cater to every kind of start-up," said Roxanne Varza, an Iranian-American who Mr Niel hired a few years ago as Station F's director.

"We wanted to make something accessible. We're offering an alternative to the entrepreneur who would pay nothing and work at home. We would compare our services more to a university, although some people do compare us to WeWork."

Marketing has attracted a stream of visitors to Station F, including Twitter co-founder Jack Dorsey and the president of Ukraine, Volodymyr Zelensky, this month alone, as well as top execu-

tives and politicians ranging from Facebook's Sheryl Sandberg to the president of Argentina and Emmanuel Macron, who declared to cheers at Station F's inauguration two years ago that "entrepreneur is the new France".

Pia d'Iribarne, a partner at venture capital firm Stride, said: "Station F is the start of an ecosystem in itself. I try to go to Station F at least once a week. There is a serendipity there of running into founders and investors informally."

As one might expect with a building that spans the length of the Eiffel Tower lying down and greets 5,000 people through its doors every day, there have been logistical hiccups. These range

from grumblings over patchy internet coverage (prompting the installation of 1,500 new routers) to complaints about the number and size of meeting rooms.

Others criticise the time it takes to get to Station F from central Paris, while some founders said that they would choose not to be based there for fear of having their staff poached.

Ms Varza, who moved from Silicon Valley to Paris, was adamant that the official language at Station F should be English. This reflects how French tech companies are keen to be perceived as international. Station F has also been praised for its diversity — a third of its residents are women and 45 per cent of

The Station F campus. The director, Iranian-American Roxanne Varza, has insisted that English be the official language

Bertrand Guay/AFP

the companies in its flagship programme have female founders.

The international nature of its intake reflects the success that France is increasingly having in luring young entrepreneurs, notably through a special visa programme that it unveiled earlier this year.

Station F is just one physical manifestation of the work that has been doing to raise the profile of French tech. Another is the annual VivaTech conference, which this year in May received a record 124,000 visitors from 125 nationalities.

While both Station F and VivaTech have generated a buzz around France's start-up scene, few start-ups have yet become the internationally competitive companies that fulfil Mr Macron's pledge to make France a "nation of unicorns" (private companies valued at more than \$1bn). Last year Station F's start-ups raised a total of €317m.

Meanwhile, there are signs that France's ecosystem is moving in the right direction: 2018 was a record year for French tech fundraising, and in 2019, funding is set to grow by more than \$1bn beyond the 2018 total of \$3.5bn, according to CB Insights.

Last week Paris-based Meero, an artificial-intelligence-enabled online platform for professional photographers, raised \$250m in one of the largest funding rounds for a French tech company.

"Europe needs to focus on helping the start-ups to scale up, and then instead of creating 15-20 unicorns a year we'll have 100 or 200," said Maurice Lévy, chairman of Publicis Groupe and co-founder of VivaTech with Groupe Les Echos.

"And we need to put more money into research and development at both a government and a company level, and then commercialise it."

Jean de La Rochebrochard, a partner at Kima Ventures, Mr Niel's venture capital arm that aims to back two start-ups a week, said: "In two years Station F has become the place that people remember when they visit Paris — and the place that gives entrepreneurs the hope to try."

"Now it needs to continue to improve its start-up selection and help people understand what it really means to be an entrepreneur."

## Legal Notices



DPAM L  
SICAV (Open-ended investment company)  
Registered office: 12, rue Eugène Ruppert, L-2453 Luxembourg  
Luxembourg Trade & Companies Register B-27.128

## NOTICE TO SHAREHOLDERS

Shareholders of DPAM L (hereinafter the "SICAV") are informed of the following amendments:

## 1. Change in the definitions of certain share classes

As from the Valuation Day (as defined in the SICAV's prospectus) dated 28 June 2019 (the «Effective Date»), the definitions of the share classes below will be changed as follows:

Share classes	Current definition	New definition from the Effective Date
V	distribution shares which differ from class A shares in that (i) at the discretion of the Management Company they may be offered, under certain special circumstances, in the United Kingdom, Switzerland and European Union Member States, except in Belgium and to Belgian residents, (ii) that they may be distributed by certain distributors and platforms which have separate remuneration agreements with their customers, and (iii) they have a different management fee which is not subject to a rebate.	distribution shares which differ from class A shares in that (i) at the discretion of the Management Company they may be offered, under certain special circumstances, in the United Kingdom, Switzerland and European Union Member States, excluding Bank Degroof Petercam Belgium and Bank Degroof Petercam Luxembourg, (ii) that they may be distributed by certain distributors and platforms which have separate remuneration agreements with their customers that are not subject to a rebate, and (iii) that they are not subject to any rebate on management fees.
W	capitalisation shares which differ from class B shares in that (i) at the discretion of the Management Company they may be offered, under certain special circumstances, in the United Kingdom, Switzerland and European Union Member States, except in Belgium and to Belgian residents, (ii) that they may be distributed by certain distributors and platforms which have separate remuneration agreements with their customers, and (iii) they have a different management fee which is not subject to a rebate.	capitalisation shares which differ from class B shares in that (i) at the discretion of the Management Company they may be offered, under certain special circumstances, in the United Kingdom, Switzerland and European Union Member States, excluding Bank Degroof Petercam Belgium and Bank Degroof Petercam Luxembourg, (ii) that they may be distributed by certain distributors and platforms which have separate remuneration agreements with their customers that are not subject to a rebate, and (iii) that they are not subject to any rebate on management fees.

These new definitions will be applicable for all new investors in the share classes as at the Effective Date.

## 2. Name of the DPAM L SUSTAINABLE BALANCED LOW sub-fund

As from the Valuation Day (as defined in the SICAV's prospectus) dated 28 June 2019, the DPAM L Sustainable Balanced Low sub-fund will be renamed DPAM L Balanced Conservative Sustainable.

The new Prospectus will be available, on request and free of charge, at the registered office of the SICAV.

## United Kingdom Facilities Agent

The SICAV has appointed SOCIETE GENERALE LONDON BRANCH, SOCIETE GENERALE SECURITIES SERVICES CUSTODY LONDON, its principal place of business being 12 Primrose Street, London EC2A 2EG.

Investors can obtain information about the most recent prices and redemption facilities from the office of the UK Facilities Agent detailed above. Updated prices are also available under <https://funds.degroofpetercam.com>.

Concerning the nature of the Share classes, please refer to the Section "General Information" for each Sub-Fund in the latest available Prospectus.

The following documents and/or information are available for inspection also at the office of the UK Facilities Agent:

- The latest available full prospectus and key investor information documents,
- The latest articles of incorporation of the SICAV,
- The latest available annual and semi-annual financial reports of the SICAV,
- The issue and redemption prices.

The Board of Directors.

## Retail

## Retailer Casino to revamp Latin American business

Harriet Agnew — Paris

French retailer Casino is to restructure its Latin American operations in a long-awaited move to simplify its complex cross-holding structure and improve the value of its assets in the region.

Under the multi-part transaction, Casino's Brazilian subsidiary Grupo Pão de Açúcar plans to launch an all-cash tender offer on 100 per cent of Éxito, its Columbian subsidiary, to which Casino would tender all of its 55.3 per cent stake, the French retailer said yesterday.

A series of steps will result in Casino controlling its entire Latin American activities across Brazil, Colombia, Uruguay and Argentina through a 41.4 per cent stake in GPA, which would itself control Éxito and its subsidiaries. The final stage would be to migrate GPA's shares to the Novo Mercado stock exchange, a deeper and more liquid market, which would mean it must comply with stricter governance standards. Casino said the move would also "give GPA access to an extended base of international investors".

According to bankers and analysts, this would also make it easier for Casino to sell shares in GPA in the public markets, or to dispose of its entire stake.

Casino shares closed 5.37 per cent higher in Paris at €31.59.

The move comes as Casino, led by its chairman, chief executive and control-

ling shareholder Jean-Charles Naouri, is trying to shore up its financial position, improve profitability and address investor concerns about its complex and opaque structure.

Last month, Casino's parent companies including Rallye announced they had entered a court-led bankruptcy protection process, which allows them to freeze debt payments and take up to 18 months to propose a restructuring.

Casino's performance in Latin America has helped it offset difficulties in its home market of France, where a multi-year price war with its rivals Carrefour, Auchan and E. Leclerc has dragged on profitability.

GPA this month raised roughly \$600m when it sold its 36 per cent stake in Via Varejo, a Brazilian appliance and electronics retailer.

Meanwhile AMF, the French regulator, is nearing the conclusion of a long-running investigation into Casino and short-seller Muddy Waters, following a report by the activist back in 2015 that wiped a fifth off Casino's share price.

A report in French business newspaper Les Échos yesterday said AMF's preliminary findings criticise Casino for failures in its financial communications.

Muddy Waters was not immediately available for comment. Casino declined to comment on "an ongoing procedure".

The AMF warned publication of the findings hampered the "smooth progress of the investigation procedure."

## Automobiles

## Macron says Paris does not need to reduce Renault stake

Peter Campbell — London  
Leo Lewis — Tokyo

Emmanuel Macron said there was no need for Paris to cut its stake in Renault, weeks after finance minister Bruno Le Maire said the state would be open to selling shares in the group.

The statement by the French president has thrown up more worries over the stability of the French group's alliance with Nissan, where its outsized control with a 15 per cent holding is resented by the Japanese side.

It comes in the wake of the collapse of

French president Emmanuel Macron, left, with Renault chairman Jean-Dominique Senard in Tokyo yesterday



merger talks between Renault and Italian-US carmaker Fiat Chrysler.

Tensions between Renault and Nissan have heightened in recent months since the arrest of Carlos Ghosn, the former chairman of the Japanese group whose business and political skills held the alliance together for almost two decades.

During a trip to Japan for the G20, Mr Macron said: "Nothing in this situation justifies changing the cross-shareholdings, the rules of governance, and the state's shareholding in Renault, which has nothing to do with Nissan."

Mr Macron's comments come against a background of rising internal pressure on Nissan's chief executive, Hiroto Saikawa, to address the perceived imbalances of the alliance.

Earlier this week, Mr Saikawa told investors at the company's annual shareholder meeting that the structure of the alliance would need to be reconsidered if the "imbalance became a factor of instability".

The perception in Paris, said people close to senior Renault management, was that Mr Saikawa was increasingly influenced by a group of "nationalists" at Nissan who believed the Japanese company must defend its corner harder against its alliance partner.

The scale of French holding in Renault became a block to merger talks with Fiat Chrysler, which broke down 10 days after becoming public once the group withdrew its offer in frustration over the behaviour of Paris during talks.

Following the collapse of the talks, France's finance minister Mr Le Maire indicated the government would be willing to reduce its stake in order to solidify the relationship with Nissan.

"We can reduce the state's stake in Renault's capital," Mr Le Maire said two weeks ago in Japan. "This is not a problem as long as, at the end of the process, we have a more solid auto sector and a more solid alliance between the two great car manufacturers Nissan and Renault."









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MARKET DATA

FT500: THE WORLD'S LARGEST COMPANIES

Main market data table with columns for Country, Stock, Price Day Chg, High, Low, Yld, P/E, MCap and various indices like FTSE 100, FTSE 250, etc.

FT 500: TOP 20

Table of FT 500 top 20 stocks including Allergan, H & M, GuosenSec, Bayer, etc.

FT 500: BOTTOM 20

Table of FT 500 bottom 20 stocks including Softbank, Abbvie, RollsRoyce, etc.

BONDS: HIGH YIELD & EMERGING MARKET

Table of high yield and emerging market bonds with columns for Issuer, Rating, Bid, Yield, etc.

BONDS: GLOBAL INVESTMENT GRADE

Table of global investment grade bonds with columns for Issuer, Rating, Bid, Yield, etc.

INTEREST RATES: OFFICIAL

Table of official interest rates for US, Euro, Japan, etc.

INTEREST RATES: MARKET

Table of market interest rates for US, Euro, Japan, etc.

BOND INDICES

Table of bond indices for Market Box, FTSE, Credit Indices, etc.

BONDS: BENCHMARK GOVERNMENT

Table of benchmark government bonds for Australia, Austria, Belgium, etc.

GILTS: UK CASH MARKET

Table of UK gilt cash market with columns for Maturity, Bid, Yield, etc.

COMMODITIES

Table of commodity prices for Energy, Metals, etc.

BONDS: INDEX-LINKED

Table of index-linked bonds with columns for Price, Yield, etc.

BONDS: TEN YEAR GOVT SPREADS

Table of ten-year government spreads for various countries.

GILTS: UK CASH ACTUARIES INDICES

Table of UK cash actuaries indices for Fixed Coupon, Index Linked, etc.

Sources: FT NYMEX, ECOMEX, CBOI, ICE, etc.

Interactive Data Pricing and Reference Data LLC, an ICE Data Services company.

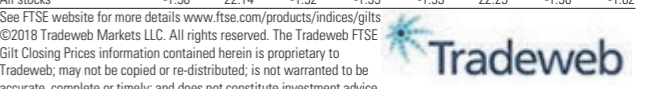
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FINANCIAL TIMES SHARE SERVICE

Main Market

Main Market table with columns: Sector, Stock Name, Price, +/-Chg, 52 Week High/Low, Yld, P/E, Vol, 000s. Includes sectors like Aerospace & Defence, Banks, Basic Resource, Construction & Materials, Electronic & Electrical, Financial General, Healthcare & Personal Goods, Industrial Engineering, Mining, Oil & Gas, Pharmaceuticals & Biotech, Real Estate, Retailers, Support Services, Tech - Software & Services, Tobacco, and Utilities.

AIM

AIM table with columns: Sector, Stock Name, Price, +/-Chg, 52 Week High/Low, Yld, P/E, Vol, 000s. Includes sectors like Aerospace & Defence, Banks, Basic Resource, Chemicals, Construction & Materials, Electronic & Electrical, Financial General, Healthcare & Personal Goods, Industrial Engineering, Mining, Pharmaceuticals & Biotech, Real Estate, Retailers, Support Services, Tech - Software & Services, Tobacco, and Utilities.

Investment Companies

Investment Companies table with columns: Conventional (Ex Private Equity), Price, +/-Chg, 52 Week High/Low, Yld, NAV, P/E, Div, and Disl. Includes companies like i3 Infra, AbnAmAsian, AbnMidAsian, etc.

Wellman advertisement featuring a man in a suit, the slogan 'Live life well', and 'VITABIOTICS' product information. Text includes 'I've been taking Wellman since my twentys to support my health and hectic lifestyle.'

InterTrader advertisement for trading directory. Text includes 'TRADE BOLDLY', 'Our boutique trading service helps you reach new heights. Find out why we're the smart choice for professional traders.', and contact information for InterTrader.com.

Additional market data tables including Conventional - Property ICs, Direct Property, Conventional - Private Equity, and Investment Companies - AIM. Columns include price, change, 52 week high/low, yield, NAV, and P/E.

Morningstar advertisement for DB PWM Société d'investissement à capital variable. Text includes 'Subsequent to the first extraordinary general meeting of DB PWM (the "Company")...' and 'Second Extraordinary General Meeting (the "Meeting")'.



MANAGED FUNDS SERVICE

Table of fund prices and yields with columns for Fund, Bid, Offer, +/-, Yield.

PLATINUM CAPITAL MANAGEMENT

Platinum Capital Management Ltd

Table listing various fund products and their details.

POLAR CAPITAL

Polar Capital Funds Plc

Table listing various fund products and their details.

Polar Capital LLP

Table listing various fund products and their details.

Additional Funds Available



Ram Active Investments SA

Table listing various fund products and their details.

Rathbone Unit Trust Mgmt (1200F)

Table listing various fund products and their details.

RLUM Ltd

Table listing various fund products and their details.

S. W. MITCHELL CAPITAL

S W Mitchell Capital LLP

Table listing various fund products and their details.

ROBECOSAM

We are Sustainability Investing.

RobecosAM

Table listing various fund products and their details.

Rubrics Global UCITS Funds Plc

Table listing various fund products and their details.

Scottish Friendly Asset Managers Ltd

Table listing various fund products and their details.

Slater Investments

Slater Investments Ltd

Table listing various fund products and their details.

STENHAM ASSET MANAGEMENT

Stenham Asset Management Inc

Table listing various fund products and their details.

STONEHAGE FLEMING GLOBAL BEST IDEAS EQUITY FUND

Stonehage Fleming Investment Management Ltd

Superfund THE FUTURE OF INVESTING

Superfund Asset Management GmbH

Table listing various fund products and their details.

Thesis Unit Trust Management Limited

Table listing various fund products and their details.

TOSCAFUND

Toscafund Asset Management LLP

Table listing various fund products and their details.

Toscafund Asset Management LLP

Table listing various fund products and their details.

Treetop Asset Management S.A.

Table listing various fund products and their details.

TROY ASSET MANAGEMENT

Troy Asset Mgt (1200)

Table listing various fund products and their details.

UBS Asset Management

Table listing various fund products and their details.

Unicorn Asset Management Ltd

Table listing various fund products and their details.

WA Fixed Income Fund Plc

Table listing various fund products and their details.

yuki

Yapi Kredi Asset Management

Table listing various fund products and their details.

Zadig Gestion (Memnon Fund)

Table listing various fund products and their details.

CCLA Investment Management Ltd

Table listing various fund products and their details.

CCLA Fund Managers Ltd

Table listing various fund products and their details.

Guide to Data

The fund prices quoted on these pages are supplied by the operator of the relevant fund.

The sale of interests in the funds listed on these pages may, in certain jurisdictions, be restricted by law and the funds will not necessarily be available to persons in all jurisdictions...

The fund prices published in this edition along with additional information are also available on the Financial Times website, www.ft.com/funds.

Prices are in pence unless otherwise indicated. The change, if shown, is the change on the previously quoted figure (not all funds update prices daily).

Guide to pricing of Authorised Investment Funds: (compiled with the assistance of the IMA. The Investment Management Association, 65 Kingsway, London WC2B 6TD. Tel: +44 (0)20 7831 0898.)

OEIC: Open-Ended Investment Company. Similar to a unit trust but using a company rather than a trust structure.

Different share classes are issued to reflect a different currency, charging structure or type of holder.

Selling price: Also called bid price. The price at which units in a unit trust are sold by investors.

Buying price: Also called offer price. The price at which units in a unit trust are bought by investors.

Single price: Based on a mid-market valuation of the underlying investments. The buying and selling price for shares of an OEIC and units of a single priced unit trust are the same.

Treatment of manager's periodic capital charge: The letter C denotes that the trust deducts all or part of the manager's/operator's periodic charge from capital...

Exit Charges: The letter E denotes that an exit charge may be made when you sell units, contact the manager/operator for full details.

Time: Some funds give information about the timing of price quotes. The time shown alongside the fund manager's/operator's name is the valuation point for their unit trusts/OEICs...

The symbols are as follows: \* 0001 to 1100 hours; ♦ 1101 to 1400 hours; ▲ 1401 to 1700 hours; # 1701 to midnight. Daily dealing prices are set on the basis of the valuation point, a short period of time may elapse before prices become available.

Investors can be given no definite price in advance of the purchase or sale being carried out. The prices appearing in the newspaper are the most recent provided by the managers/operators.

Charges for this advertising service are based on the number of lines published and the classification of the fund. Please contact data@ft.com or call +44 (0)20 7873 3132 for further information.

Data Provided by



www.morningstar.co.uk Data as shown is for information purposes only. No offer is made by Morningstar or this publication.

Morningstar Fund Ratings EAA Fund Global Large-Cap Blend Equity

Table with columns: Name, ISIN, Currency, NAV, Total Ret 1Yr, 3Yr, 5Yr, 12 Month Yield, Ongoing Charge, Fund Size, Morningstar Rating, Morningstar Sustainability Rating, Morningstar Analyst Rating, Morningstar Analyst Rating Date/Time, Morningstar Analyst.

Date/Time of ratings is Universal Co-ordinated Time (UTC). Sorted by Annualised 3yr Total Return of NAV (highest to lowest). For important information about Morningstar Analyst Rating please go to: http://global.morningstar.com/managerdisclosures



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## MARKETS &amp; INVESTING

Currencies. Monetary easing

# Dollar bears struggle to find wider conviction for bets on weakness



The greenback's resilience in defying forecasts has left many wary over placing big positions

EVA SZALAY — LONDON  
COLBY SMITH — NEW YORK

US government bonds have jumped higher, stocks have hit record highs and derivatives have lurched in anticipation that the US Federal Reserve will soon embark on significant cuts to benchmark interest rates — a complete U-turn from expectations at the start of this year.

But the US dollar has so far shown only a muted response.

While other major markets have convulsed, the dollar has merely edged lower — a likely irritation to Donald Trump, who has bemoaned the weakness of other currencies such as the euro and the renminbi, claiming it hurts US exporters.

In a TV interview this week, the US president blasted Fed chairman Jay Powell for keeping interest rates too high, saying if China can “devalue and we can't, we are no longer on a level playing field”.

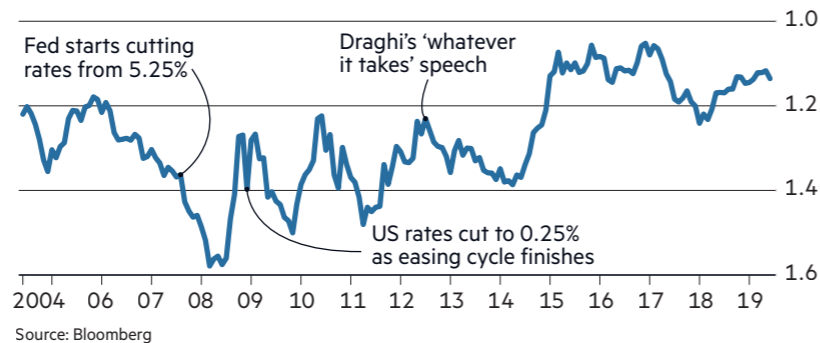
The consensus forecast from currency analysts has been signalling a weaker dollar for more than 18 months — without much success.

The Fed's trade-weighted dollar index has ploughed steadily higher, touching a 17-year high at the end of last month.

But some investors believe that is about to change. The Fed's June meet-

The dollar can strengthen even during easing cycles

Against the euro (\$ per €)



ing, when it surprised markets by signalling deeper, faster interest rate cuts than many had anticipated, means conditions are starting to turn, according to AG Bisset Associates, one of the oldest currency managers in the US.

The dollar could be set for falls of more than 30 per cent against the euro, said the Connecticut-based firm.

The positive impact of last year's US tax reforms will fade soon, said chief executive Ulf Lindahl, a currency investor with four decades of experience.

The broad dollar index fell 1.6 per cent last week and has remained lower since but that only brings the gauge down to where it was in March while US government bonds have hit two-and-a-half-year highs.

The euro has also strengthened to a three-month high against the dollar, gaining 1.7 per cent since last week's Fed meeting.

Derivatives markets show investors

are expecting interest rate cuts of up to half a percentage point as soon as July and a total of 0.75 percentage points by the end of this year.

Analysts said base rates could move even lower if trade relations deteriorate following the meeting between Mr Trump and China's President Xi Jinping this weekend at the G20 leaders' summit in Osaka, Japan.

Failure to strike a trade deal would likely push the dollar higher as investors sought haven assets but if a resolution to the long-running dispute could be found, the likely shift to riskier assets could provide the trigger some dollar bears have been waiting for.

Despite this backdrop, few investors seem ready to establish big negative bets on the US currency at this stage, analysts said.

“We are moderately bearish on the dollar but we are not going to put on a large position,” said James Binny, global

The dollar rose to a 17-year high on a trade-weighted basis last month

Eva Hambach/AP/Getty

head of currency at State Street Global Advisors in London.

One restraint: other heavy-hitting central banks are also lining up rate cuts, weakening their currencies in the process.

Mario Draghi, the European Central Bank president, used an annual symposium in mid-June to signal that he stood ready to restart a stimulus programme if the bloc's economy failed to pick up. Japan and Switzerland are also in easing mode with negative interest rates.

About the only major central bank still tightening is Norway, identified by one analyst as “the sole hawk in town”. Last week, it increased its main policy rate and hinted that another rise could come as soon as September.

“Every single central bank is trying to ease at the same time and, given the pivot by the Fed and that it has more room to cut than others . . . that means a flat to weaker dollar,” said Russ Kosterich, a portfolio manager at BlackRock.

In addition, all central banks — not only the Fed — have much less room to cut than before.

George Saravelos, global head of FX research at Deutsche Bank, noted that the last time the US central bank embarked on an easing cycle the key rate was more than 5 per cent while the ECB started cutting from 4 per cent.

“The problem is, the bottom is not very far,” he said. “This is not an environment where previous easing cycles can be trusted to stick to the same playbook as before.”

‘Every single central bank is trying to ease at the same time’

## Equities

## Former listings vetting chief at HKEX and two associates held in graft probe

HUDSON LOCKETT AND HENNY SENDER  
HONG KONG

Hong Kong's reputation as a location for initial public offerings has been jolted by a former stock exchange executive's arrest for suspected corruption and misconduct related to listings.

It is the first time in three decades that such allegations have been pursued by the territory's graft-busting agency.

The arrest came at a sensitive time for Hong Kong Exchanges and Clearing, known as HKEX, as it prepares for a listing of up to \$20bn by Alibaba. It promises to drive business back to the exchange as it seeks to maintain its top spot in the global market for initial public offerings.

The Independent Commission Against Corruption said in a statement on Wednesday evening that it had arrested a former joint head of the listing department vetting team at HKEX and two of his associates on Sunday for suspected corruption and misconduct in public office “in relation to the vetting of listing applications” of two listed companies.

Lam Cheuk-ting, a legislator and former ICAC investigator, said the case

had “undermined the reputation of the stock market and of Hong Kong as a financial hub in Asia”.

The former top official arrested by the ICAC was Eugene Yeoh, according to people with direct knowledge of the situation.

By yesterday, Mr Yeoh's name had been scrubbed from a list of HKEX contact persons for pre-IPO inquiries and IPO processing while that of Lin Shi, the other co-head of the IPO vetting team, remained.

An operator reached at the listings



The case poses a reputational risk to the bourse and to Hong Kong as a hub

division's number for general inquiries said Mr Yeoh could not be reached as he no longer worked for the company.

HKEX declined to comment on the investigation beyond an announcement it released on Wednesday evening noting that the commission was not investigating the exchange itself or other employees.

Mr Yeoh could not be reached for comment.

Hong Kong-based Next Magazine had on June 19 published a report alleging that certain officials at HKEX co-operated with sponsors and law firms to help list applicants that did not meet listing requirements — mostly for the small-cap Growth Enterprise Market board.

Applications to list on the GEM board require approval only from the HKEX listings division whereas those for the main board must also be heard by a 28-member listing committee.

David Webb, a corporate governance specialist, said the investigation underscored a longstanding need for the government to move responsibility for administering Hong Kong's listing rules from HKEX to the SFC to remove a conflict of interest the exchange faces as a “for-profit regulator”.

HUDSON LOCKETT — HONG KONG  
EDWARD WHITE — SEOUL

South Korea's biggest retail bank has priced the world's first sustainability contingent convertible bond, or “coco”.

It takes the country's issuance of responsible debt this year to more than \$6bn and boosts Asia's role in the rapidly growing market for bonds that fund environmental and social projects.

Kookmin Bank priced the perpetual \$500m coco bond — the riskiest type of bank debt, which can be written off in times of stress — with an interest rate of 4.35 per cent on Wednesday, according to terms reviewed by the Financial Times.

The pricing takes international sales of green, social and sustainable bonds by South Korean issuers to just over \$6bn year to date, according to an FT calculation based on Dealogic data. That reflects a 60 per cent increase over the full-year total for 2018 and ranks it first in the region ahead of \$3.9bn from China.

In 2018 the Asia-Pacific region grew 35 per cent led by China, which sold \$31bn last year and ranked second glo-

bally after the US at \$34bn, according to the Climate Bonds Initiative.

“Asia is clearly picking up. That is the next big high-growth market,” said Jean-Claude Berthelot, associate director of Sustainalytics, a Netherlands-based rating agency focused on environmental, social and corporate governance metrics.

Nam Yong-hoon, the head of Kookmin Bank's capital market, said demand for the Korean sustainability bonds had been “hot”, with the bank's latest issu-

‘Asia is clearly picking up. That is the next big high-growth market’

Jean-Claude Berthelot, Sustainalytics

ance — its third since October — more than five times oversubscribed.

South Korea's need for an economic shot in the arm has led President Moon Jae-in's government to encourage greater sales of sustainable bonds, helping South Korea to scramble to sixth place globally among issuers of green, social and sustainable debt this year.

June Won, head of capital markets

## Currencies

## UK watchdog lends ‘teeth’ to currency trading code

EVA SZALAY

The UK's financial regulator has endorsed a voluntary code outlining good conduct in currency trading for the first time, in a move intended to boost compliance among senior bankers and investors.

A code of conduct covering currencies trading was drawn up by central banks and market participants in 2017.

But the Financial Conduct Authority on Wednesday explicitly linked it to its Senior Managers and Certification Regime, which holds senior bankers accountable for bad practice and which will be extended to asset managers in December.

The regulator has no official oversight of the \$5.1tn-a-day currencies market and it will not supervise individuals or companies directly against the guidelines.

But with the link to the SM&CR, the regulator is hoping to “give teeth” to the voluntary code.

The FX Global Code of Conduct was

‘We still have further to go — particularly amongst the asset management community’

created by 16 central banks and the private sector following a mandate by the Bank for International Settlements to draw up new standards for good conduct in the currencies market after allegations of misconduct and hefty fines on banks.

The document was published in 2017 and, since then, the European Central Bank has insisted that its currency trading counterparts sign up to the principles.

While the majority of major banks and dealers have signed up to adhere to the code, industry participants said take-up from investors had so far been slow.

Andrew Hauser, executive director for markets at the Bank of England, welcomed the FCA's decision and said the move provides “another, wholly positive reason” to sign up to the code as it helps to build trust in financial markets and enhances corporate governance.

“We still have further to go — particularly amongst the asset management community,” he said.



The Financial Conduct Authority has endorsed good conduct guidelines

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## Fixed income

## Retail bank prices first sustainable coco as Korea responsible issuance hits \$6bn

origination for South Korea at Citi, one of the Kookmin bond's bookrunners, said the sustainable coco matched demands from the bank's management to improve its capital structure for potential M&A while also following government guidance instructing banks to lend to lower income families or small and medium-sized businesses to boost the country's economy.

Sustainable bonds are more flexible than straightforward green or social bonds because proceeds can be used to fund either type of project.

Mr June said the majority of the Kookmin's bond would go to small and medium-sized businesses or low-income families, with the rest used to fund new energy projects. Coco bonds, although risky, still count as “additional tier one capital” on bank balance sheets, helping them to mitigate leverage.

Mr Berthelot expected the market's growth in Asia to attract new western European investors, given their “big appetite” for such products. “The big advantage is you see new types of investors . . . more responsible investors, maybe investors you have never seen on your book before,” he said.

Additional reporting by Kang Buseong

# Markets & Investing

## FINANCIAL TIMES

### The day in the markets

#### What you need to know

- European equities flat ahead of G20 face-off between Trump and Xi
- Boeing drags Dow Jones lower after flaws found in flight simulator tests
- Asian stocks rise on hopes of trade-war detente

Investors were cautiously optimistic yesterday ahead of today's G20 summit and meeting between the presidents of China and the US.

In the run-up to the negotiations, the South China Morning Post reported that the two sides were close to agreeing a deal to avoid the US slapping further tariffs on \$300bn of Chinese imports.

Ahead of the first meeting between Donald Trump and Xi Jinping since the collapse of trade talks last month, investors moved back to the relative safety of government debt.

The yield on US 10-year Treasuries fell 3 basis points to 2.02 per cent while the dollar hovered around three-month lows.

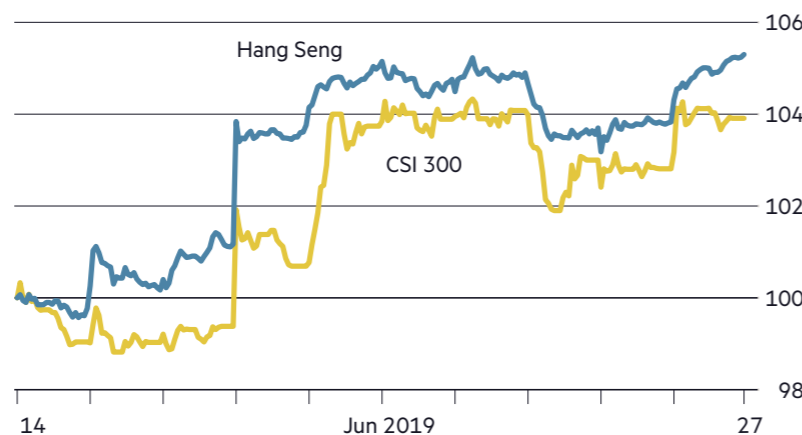
The region-wide Stoxx Europe 600 index rose 0.1 per cent while London's FTSE 100 ended the day 0.1 per cent down.

Frankfurt's Xetra Dax gained 0.4 per cent, aided by a near 9 per cent rise in Bayer.

The pharmaceutical company suggested it was open to a settlement to end its costly US legal battle over pesticides, which have been claimed to cause cancer.

#### Cautious optimism in Asia ahead of G20 showdown

Indices rebased



Bayer insists its pesticides are safe. In the US, investors were also positive, with the S&P 500 index up 0.4 per cent and the technology-heavy Nasdaq Composite up 0.5 per cent by midday in New York.

But a 2.7 per cent fall for Boeing helped to drag the Dow Jones Industrial Average 0.2 per cent lower.

US regulators uncovered a new flaw in simulator tests linked to the aircraft maker's 737 Max, which has been involved in two recent fatal accidents.

In Asia, investors were notably upbeat

ahead of the G20 summit. Hong Kong's Hang Seng index climbed 1.4 per cent while the CSI 300 of Shanghai and Shenzhen-listed stocks gained 1.1 per cent.

Positive data also helped lift the mood in China, with industrial profits in May up 1.1 per cent from a year earlier.

Bitcoin's rally lost momentum as the cryptocurrency slid 7 per cent.

Some attributed the drop to a brief shutdown of Coinbase, one of the most popular cryptocurrency exchanges.

Nikou Asgari

### Investors in Japan can take heart from Seto's comeback

Leo Lewis

#### Markets Insight



Shortly after 6am on Wednesday, eight months after losing his job and eight hours after reclaiming it, Kinya Seto was already making calls from the chief executive's desk of Lixil. Some investors get why this is important, but the Japanese market as a whole has possibly not yet grasped why a man prepared to go to these lengths to get his job back is so pivotal.

As many have spotted, Mr Seto's storybook proxy battle and reaccession to the throne of Lixil – a maker of toilets, bathtubs, window sashes and so on – perfectly encapsulate the structural changes that the Japanese stock market has undergone over the past five years.

His return was secured through a shareholder proposal – an extremely rare development for Japan.

The return of Mr Seto, say people directly involved, was possible because of progress on both governance and stewardship – and because activism has matured and shed some of the negative associations it carried in the past.

Critically, it did not feel like a one-off: the Lixil saga, with its competing slates of board nominees, was by far the most eye-catching of the 2019 company annual meeting season, which came to a head on Wednesday this week.

But it was not the only narrative. Nomura's CEO receiving the lowest approval ratio in the company's 94-year history was another. This left shareholders convinced that their interests and gripes were now really being listened to.

Mr Seto's ousting as CEO last October when he was just a couple of years into a turnaround programme was exposed as a bit of old-fashioned duplicity. After being brought in from outside, he had clashed with one of Lixil's founding families and had been misled into resigning,

The drama that followed centred on a group of Japanese and foreign shareholders – none of them previously describable as "feisty" – demanding the removal of the founding family member, Yoichiro Ushioda, through an extraordinary meeting.

In the first signal that the rules of the game had changed, Mr Ushioda resigned rather than face possible humiliation. Around that time, Mr Seto emerged with a proposal that would give shareholders the chance to restore the ousted CEO and install a new board.

The thrilling part of all this – as a parable of change in the Japanese market –

#### One of the most common criticisms of corporate Japan is the omnipresence of the 'salaryman CEO'

was the extent to which the fate of Mr Seto and his tormentors all seemed not only to be in the hands of shareholders but of money that gives a damn about obvious wrongs.

There were multiple twists, including the decision by ISS, the proxy advisory firm, to recommend a mishmash of the two available slates – and the win for Mr Seto was narrow.

But, fundamentally, this was an old-fashioned Japanese stitch-up that was very publicly unstitched by the new norms of the market. Of paramount importance is the role of domestic Japanese institutions, which will now feel exposed to criticism if they continually vote with management.

Behind this satisfying structural drama, though, is an even more critical subplot that centres on Mr Seto as a new

breed of professional CEO. Japan desperately needs more of these – people who are prepared to be seen fighting against the odds and with every weapon available to run a company and impose a new strategy on it.

One of the most common criticisms of corporate Japan is the omnipresence of the "salaryman CEO" – a leader who has risen to the top through a combination of longevity, politicking and the avoidance of risk. He – very occasionally she – may wholeheartedly want the job but as a thing to receive and to hold on to, rather than to snatch and take on an adventure.

Mr Seto is a serial founder of companies and came into Lixil as a professional manager.

His fight to recapture his position was the exact opposite of the way that CEO jobs are normally attained in Japan. Only when that sinks in or, better still, becomes a model for the way domestic companies recruit leaders, will this saga make its true mark.

It needs to do so soon. Despite all the recent progress on corporate governance, such as the 2014 stewardship code for institutional investors and the steady rise in the number of companies with genuinely independent directors, the Japanese market remains moribund. The Topix has underperformed its main global peers this year and foreign investors were revealed this week to have sold a net ¥5.6tn (\$52bn) in the year ending in March.

The market value of shares held by foreigners fell to 29.1 per cent of the whole, the lowest since Shinzo Abe came to power on a promise of reforms.

There may not, in the short term at least, be enough Lixils to fix that.

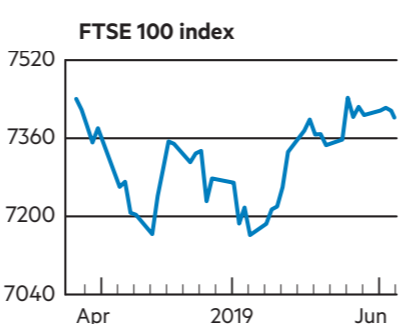
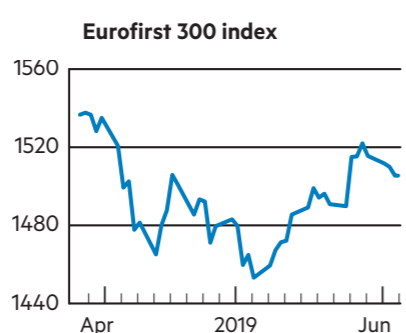
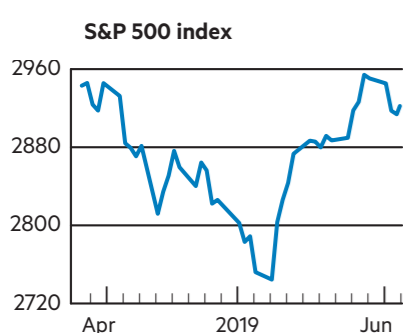
leo.lewis@ft.com

### Markets update

	US	Eurozone	Japan	UK	China	Brazil
<b>Stocks</b>	<b>S&amp;P 500</b>	<b>Eurofirst 300</b>	<b>Nikkei 225</b>	<b>FTSE100</b>	<b>Shanghai Comp</b>	<b>Bovespa</b>
Level	2922.27	1505.46	21338.17	7402.33	2996.79	99688.05
% change on day	0.29	0.00	1.19	-0.19	0.69	-0.99
<b>Currency</b>	<b>\$ index (DXY)</b>	<b>\$ per €</b>	<b>Yen per \$</b>	<b>\$ per £</b>	<b>Rmb per \$</b>	<b>Real per \$</b>
Level	96.204	1.137	107.775	1.268	6.877	3.865
% change on day	-0.010	-0.088	0.125	0.000	-0.123	0.474
<b>Govt. bonds</b>	<b>10-year Treasury</b>	<b>10-year Bund</b>	<b>10-year JGB</b>	<b>10-year Gilt</b>	<b>10-year bond</b>	<b>10-year bond</b>
Yield	2.024	-0.322	-0.146	0.821	3.247	7.696
Basis point change on day	-0.790	-1.800	0.460	-0.800	-0.800	5.700
<b>World index, Commods</b>	<b>FTSE All-World</b>	<b>Oil - Brent</b>	<b>Oil - WTI</b>	<b>Gold</b>	<b>Silver</b>	<b>Metals (LME)</b>
Level	343.47	65.89	59.64	1403.95	15.26	2822.80
% change on day	0.41	-0.54	0.68	-1.92	-0.94	-0.58

Yesterday's close apart from: Currencies = 16:00 GMT; S&P, Bovespa, All World, Oil = 17:00 GMT; Gold, Silver = London pm fix. Bond data supplied by Tullett Prebon.

### Main equity markets



### Biggest movers

%	US		Eurozone		UK	
Ups	<b>TripAdvisor</b> 5.49	<b>Bayer</b> 8.70	<b>EasyJet</b> 5.50			
	<b>Centurylink</b> 5.18	<b>Seadrill</b> 6.99	<b>Kingfisher</b> 4.13			
	<b>Walgreens Boots Alliance</b> 4.58	<b>Casino Guichard</b> 5.37	<b>Ocado</b> 2.60			
	<b>L Brands</b> 4.15	<b>Grifols</b> 3.62	<b>Tui Ag</b> 2.36			
	<b>Macerich (the)</b> 3.11	<b>Hugo Boss</b> 3.49	<b>Vodafone</b> 2.31			
Downs	<b>Conagra Brands</b> -12.93	<b>Red Ele.</b> -4.99	<b>Glencore</b> -4.87			
	<b>Ross Stores</b> -2.80	<b>Alstom</b> -3.13	<b>Rightmove</b> -3.39			
	<b>Nordstrom</b> -2.72	<b>Vivendi</b> -2.66	<b>Auto Trader</b> -3.18			
	<b>Campbell Soup</b> -2.71	<b>Adidas</b> -1.92	<b>Croda Int</b> -2.55			
	<b>Lamb Weston Holdings</b> -2.51	<b>Carlsberg</b> -1.88	<b>British Land</b> -2.12			

Prices taken at 17:00 GMT. Based on the constituents of the FTSE Eurofirst 300 Eurozone. All data provided by Morningstar unless otherwise noted.

### Wall Street

**ConAgra Brands**, the owner of Birds Eye frozen foods and Slim Jim meat sticks, was the S&P 500's sharpest faller.

An unexpected fall in fourth-quarter organic sales meant Conagra's earnings missed consensus forecasts, which management blamed on pricing pressure and heightened competition.

The weak numbers kept the pressure on foodmakers, which had already slid on Wednesday after General Mills reported fragile demand for snacks.

**Kraft Heinz** and **Campbell Soup** were among those to retreat.

Homewares retailer **Pier 1 Imports** plunged after its quarterly report showed same-store sales and customer spend deteriorating.

An upgrade to "buy" from DA Davidson helped lift **TripAdvisor**, noting the travel website was reducing its reliance on big groups such as Expedia.

**Walgreens Boots** was in demand on third-quarter results that beat forecasts and came with unchanged full-year guidance.

**Ford** and **General Motors** edged higher on recommendations from Credit Suisse.

**Applied Optoelectronics** jumped after Rosenblatt Securities took the fibre-optic component maker off its "sell" list.

Bryce Elder

### Eurozone

**Hennes & Mauritz** led a rally among Europe's clothes retailers after reporting in-line results and a sharp improvement in recent trading with sales so far in June surging 12 per cent at constant currencies.

Peers including **Inditex** rose as analysts said the gain was likely to be powered by helpful weather rather than from H&M's self-help measures.

**Bayer** climbed after Elliott Management, the US activist investor, announced that it had taken a €1.1bn stake.

Elliott said the chemical maker had the potential to unlock about €30bn in shareholder value once it resolved litigation around its glyphosate pesticide. Chipmaker **AMS** gained on word of an upbeat roadshow for US investors with the Apple supplier said to have predicted a big improvement in second-half shipments.

**Chr Hansen** of Denmark slumped on a sales warning.

The food ingredients maker cut guidance to reflect disappointing demand for probiotics and fermented milk, particularly in China, as well as a lacklustre performance from its highly rated bioprotection division, which sells microbial food preservatives. Bryce Elder

### London

**Senior**, the aerospace engineer, slumped after Barclays turned cautious on worries about its exposure to Boeing's grounded 737 Max jet.

Suppliers to Boeing were still shipping orders at an unchanged pace while production was reduced, so a reset to forecasts next year looks likely as the inventory backlog is used up, Barclays said.

It estimated that a quarter of Senior's 2019 revenue came from the 737 Max programme.

**Glencore** led the FTSE 100 fallers after a collapse at one of its copper mines in the Democratic Republic of Congo had killed at least 19 people, who the company said were on the worksite illegally.

An "outperform" recommendation from Exane BNP Paribas lifted easyJet.

It said the stock had priced in a profit warning next month that was unlikely to arrive, given improved revenue per seat and falling fuel costs.

**Plus500**, the contracts-for-difference broker, slipped on worries that Bitcoin's recent rebound would leave it exposed to big customer wins.

**Rightmove** dropped after UBS downgraded the online property website owner to "sell". Bryce Elder

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# G20 Japan & the World

Friday June 28 2019

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## Superpower rifts heighten risks to global economy

Growth downgrades may be modest but there are seven principal threats to watch, says *Martin Wolf*

Donald Trump needs to be taken both seriously and literally. At his inaugural, in January 2017, he declared that “protection will lead to great prosperity and strength”, at least for the US. He meant it. He is transforming the global economy, with his trade war on the world, but especially on China.

Fragile already, the global economy could end up broken, a sobering thought for the G20 as it convenes in Osaka, Japan, today for its latest summit. Given the deep rifts between the two superpowers, the rest of the group might yet be forced to look on helplessly as the rules-governed, open international economy falls into oblivion.

Already, global economic performance is disappointing. The principal international economic organisations, (the IMF, the OECD and the World Bank) have been downgrading their forecasts.

According to Consensus Forecasts, global economic growth for 2019 was forecast at 3.1 per cent in January 2018. By May 2019, this had fallen modestly, to 2.8 per cent. Growth in the US has been robust, with the forecast rising from 2.4 per cent in January 2018 to 2.6 per cent in May 2019. For the eurozone, however, the forecast for 2019 is down from 1.8 per cent to 1.1 per cent over this period. (See charts on page 2.)

The May 2019 consensus forecasts

global economic growth at 2.7 per cent in 2020, a 0.1 percentage point below the consensus in January 2019. US 2020 growth is forecast to slow to 1.9 per cent, as capacity limits bite, the fiscal stimulus fades and the effects of the trade war come through. Eurozone growth in 2020 is forecast at 1.3 per cent, with Italy on a mere 0.5 per cent next year. Japan’s growth is forecast at 0.4 per cent next year.

For 2019 and 2020, the consensus shows fast and stable growth among the Asian emerging economies: for China, 6.3 per cent in 2019 and 6.1 per cent in 2020; for India, a yet faster 7.2 per cent in 2019 and 7.3 per cent in 2020. The rise of emerging Asia (containing half the world’s population) relative to all other regions is forecast to continue.

In all, this is a picture of no more than modest downgrades. But the risks are weighted heavily to the downside. One can see seven principal ones.

**First, debt overhangs.** Since the financial crisis of 2007-08, the ratio of gross debt to gross domestic product in the high-income countries has merely stabilised. Meanwhile, its composition has shifted from financial sector and household indebtedness to non-financial corporate and government indebtedness.

The rise of non-financial corporate debt is global. In its latest *Economic Outlook*, the OECD notes: “The global stock of non-financial corporate bonds has almost doubled in real terms compared



Head to head: the focus is on Presidents Trump and Xi Jinping as the G20 summit convenes in Osaka — AP/Andy Wong

with 2008, at close to US\$13tn, and the quality of debt has been deteriorating . . . A new bout of financial stress could erupt.” The explosion of debt in China since the financial crisis is a key source of such concern.

**Second, secular stagnation.** It is remarkable that short-term and long-

The G20’s members are physicians who need to heal themselves. Will they?

term nominal and real interest rates are so low after a long economic expansion and also that, in some countries, unemployment is low (notably in the US and UK).

The low interest rates are a great boon, in that they make debt more manageable. But they are a potentially great curse, too, since, in any significant economic slowdown, they would give central banks limited conventional room for manoeuvre.

**Third, populism.** Populist politics have come to the fore across the high-income countries, after a lengthy period in which a number of them have

experienced rising inequality and stagnant real incomes, mass immigration and the shock of the financial crisis. This has proved politically and economically destabilising.

In the US, it has delivered the protectionism of President Trump. In the UK, it has resulted in Brexit and in the eurozone, it has, among other things, delivered the populist government of Matteo Salvini’s La Lega and Luigi Di Maio’s Cinque Stelle. Across the world, populist would-be autocrats are in power in many countries, including Brazil, Mexico and Turkey.

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## Currency conflict emerges as next big worry

**Monetary policy**  
Latest tensions add an additional economic problem for world leaders in Osaka, reports *Robin Harding*

When the president of the European Central Bank made some coded comments about the possible need for more monetary easing in the eurozone, the US president reached for his smartphone.

“Mario Draghi just announced more stimulus could come, which immediately dropped the euro against the dollar, making it unfairly easier for them to compete against the USA,” Donald Trump wrote on Twitter this month. “They have been getting away with this for years, along with China and others.”

The comments added to a growing sense of concern in foreign exchange markets, where investors fear that Mr Trump’s trade wars could turn into currency wars, with damaging, unpredictable outcomes for the global economy.

Avoiding beggar-thy-neighbour currency policies is one of the founding purposes of the G20 and the latest tensions add another difficult economic issue for world leaders to discuss in Osaka. The Japanese presidency is likely to preserve the G20’s promise to avoid currency manipulation this time around. The international consensus, however, is increasingly under strain.

Mr Draghi was quick to hit back against Mr Trump, arguing that the ECB was simply using its toolbox to meet its mandated goal of inflation close to 2 per cent, at a time when prices are sluggish around the world. “We don’t target the exchange rate,” he declared.

That position is in keeping with the



longstanding view of the G20: targeting your currency for competitive purposes is unacceptable but it is fine to change monetary policy as long as the objective is domestic inflation. The rest of the world had to tolerate dollar weakness when the US Federal Reserve slashed interest rates in the wake of the 2008-09 financial crisis.

The G20’s understanding is that “the impact on the currency is not the objective, it’s the result,” said Masatsugu Asakawa, Japan’s vice-minister of finance for international affairs recently. But maintaining that separation between

domestic monetary policy and currency intervention is becoming harder in a world where Washington has launched a trade war against China and there is a revival of interest in currency policy across the political spectrum.

In his trade war with China, Mr Trump has repeatedly raised tariffs on its exports. Thus China’s economy has slowed, a natural consequence of which would be a weakening of the renminbi. But China is under big pressure to limit that. At the recent G20 finance ministers meeting in Fukuoka, Japan, US Treasury secretary Steven Mnuchin

**Direction of travel: avoiding beggar-thy-neighbour policies is one of the G20’s founding purposes** — Tim Rue/Bloomberg

Mr Trump has broken the taboo that has long kept US politicians from talking about the dollar

appeared to suggest that a failure to support the renminbi could itself be viewed as a sort of manipulation.

Japan is acutely aware that its own aggressive monetary policy and large current account surplus could at some point provoke US ire. Mr Asakawa is at pains to explain that Japan actually has a trade deficit, but a large overall surplus because of revenue from its past investments overseas. His implication — that this is not a surplus Mr Trump should worry about — may or may not find favour with the US president.

Mr Trump’s comments on the dollar

have broken the taboo that has long kept US politicians from talking about the currency. During the Clinton, Bush and Obama administrations, even Treasury secretaries seldom spoke of it. By contrast, Elizabeth Warren, a candidate for the Democratic party’s 2020 presidential nomination, has put forward a plan for “more actively managing our currency value to promote exports and domestic manufacturing”.

Actively managing the dollar’s value would blow apart the G20 consensus on avoiding currency manipulation. But a number of experts such as Joseph Gagnon of the Peterson Institute for International Economics and Brad Setser of the Council on Foreign Relations have proposed that the US engage in “counter-intervention” against countries that manipulate their own exchange rates for competitive purposes.

Such a policy would need extensive G20 discussion or it could result in a currency war. For example, if the US counter-intervened against an Asian economy such as Vietnam by buying its currency in exchange for dollars, others such as Japan, the UK and Canada could interpret that as a competitive devaluation against them.

For now, with Mr Trump at the table, the main G20 goal will be to ease trade tensions and maintain the currency status quo. A key moment of this G20 summit will be Mr Trump’s meeting with China’s President Xi Jinping. If it goes well, the Osaka conclave will be viewed as a success. Should the two clash, the summit as a whole will struggle.

One option may be to smuggle past decisions into the communicate without making them explicit. In Fukuoka, the finance ministers included a passing line to “reaffirm our exchange rate commitments made in March 2018”.

For Osaka, that may suffice. Yet in the markets and at the conference table, a currencies clash can only be postponed for so long.

## G20 Japan &amp; the World

## Resilient premier Abe grapples to secure his place in history

## Japanese politics

The G20's host is poised to become the country's longest-serving prime minister, though his legacy is not yet clear, writes *Robin Harding*

When Shinzo Abe was hounded out of office in September 2007, after 366 days as Japan's prime minister, his career seemed over. In poor health, and known mainly for his dogmatic right-wing positions, Mr Abe was thrown on the scrapheap of Japanese politics.

In November this year, he will achieve what then seemed impossible, passing 2,886 days in office to become the longest-serving prime minister in Japanese history. When he sits down as chair of the G20 in Osaka, Mr Abe will be one of the veterans at the table.

Under his leadership, Japan has enjoyed a long period of stability. Unlike most of his predecessors, Mr Abe has become a well-known international figure. "He's a significant leader," says Takao Toshihikawa, editor-in-chief of the political newsletter *Tokyo Insiderline*. "Whether you admire him or not, that cannot be denied."

Even as Mr Abe breaks records and bestrides the world stage, however, and for all the frantic activity of his years in office, it is hard to identify what eventually his legacy will be.

That is most obvious in diplomacy. He inherited a country at odds with its closest neighbours and dependent on the US alliance as a bulwark against China's rise. Relations with China have thawed somewhat, and he has struck up a friendship with US President Donald Trump. On the debit side, Mr Abe has got nowhere in his effort to resolve a territorial dispute with Russia.

A deal with South Korea over the issue of wartime "comfort women" has basically collapsed and, in the East China Sea, Beijing continues to prosecute its territorial dispute with Tokyo by way of regular naval incursions. Mr Abe's latest effort to play mediator between the US and Iran fell flat recently after two tankers were attacked while he was in Tehran.

Tobias Harris, a Japan expert at consultants Teneo Intelligence in Washington, gives Mr Abe credit for forging an important relationship with India. Otherwise, he says, Japan remains in the same strategic box: "Mr Abe's dealings with President Trump have shown there is no alternative for Japan to a close relationship with the US."

Mr Abe's return to power saw his economic policy, so-called Abenomics, promise growth and an escape from two decades of on-and-off deflation. This has achieved six years of solid expansion and a decline in unemployment to just 2.4 per cent. "Abe gets points for making economics the centrepiece of his new administration when he



Get a grip: Mr Abe (above left, next to President Trump) has enjoyed limited diplomatic success — Brendan Smialowski/AFP/Getty Images

returned to power in late 2012," notes Matthew Goodman, a former US Treasury official now at the Center for Strategic and International Studies in Washington. This was, Mr Goodman adds, in contrast with "his first failed stint as PM, when he showed zero interest in economics".

Less clear is whether Mr Abe's success is durable. Inflation remains far below the Bank of Japan's 2 per cent objective and the prime minister has lately begun saying that full employment is his real objective. An economy so close to deflation, however, risks falling back into it given the slightest economic shock.

Mr Abe also promised radical structural reform — slashing business regulation, cutting corporate tax, liberalising the labour market — but the results have been modest. He has negotiated trade deals, and leading the 11-member

Trans-Pacific Partnership after the US pulled out was a considerable achievement. But on Mr Abe's watch Japan has fallen from 20th to 39th in the World Bank's rankings for ease of doing business. South Korea has risen to fifth.

When he returned to power, foreign observers feared Mr Abe would pursue a rightwing nationalist agenda and push for a revision to Japan's war-renouncing constitution. In practice, he governed from the centre, with conservative policies notable by their absence. He has co-opted the politics of tax-and-spend, promoting fiscal restraint but also postponing rises in consumption tax and promising free childcare. From gender equality to marine plastic pollution, the government has an initiative for every cause.

One result has been to restore the dominance of the Liberal Democratic party Mr Abe leads and suck the life out

of domestic politics. The opposition today is fragmented, with no particular cause or identity. The prime minister's willingness to adopt some quite leftwing approaches — his "ruthless flexibility on policies", as Mr Harris describes it — makes it hard for rivals to draw a clear dividing line. Election turnout is low and the public is apathetic.

The present term of Japan's lower house runs to autumn 2021, as does Mr Abe's third and expected final period as LDP leader. With limited time to secure a legacy, his top personal goals — constitutional reform or a settlement of the dispute with Russia — look out of reach.

That means the G20 takes on a yet greater importance for him. To bring Mr Trump and China's President Xi Jinping together, and find a way to ease global trade tensions, would really be one for the history books.

## Trump's heavy hitting game drives trade into the rough

## OPINION

Alan Beattie



Events in world trade have been so extraordinary in recent years that it is hard to recall when the area was just a tranquil backwater of public policy.

As of 2016, the big trade events entailed the US painstakingly constructing a regional deal with 11 other members, the Trans-Pacific Partnership (TPP). As the US model trade agreement became ever more complex, so corralling a group of nations together was little less than a design to spread the US economic model through the Asia-Pacific region; and, though US officials were generally careful not to say this, to encircle China through trade if not militarily. The EU, although with less of a comprehensive strategy, was plugging away pursuing one bilateral deal after another: Singapore, Canada, Japan.

There was concern about what was perceived as China intervening to distort trade in a variety of ways, including extensive subsidy use, forced technology transfer and other forms of discrimination against foreign companies. But US administrations had considered it wisest to pursue those issues with China through the World Trade Organization.

Enter, Brexit and Donald Trump. Since Leave won the referendum in June 2016, the UK's negotiations with the EU have been a test of what happens when an advanced economy enmeshed in a regional single market attempts to extricate itself while minimising damage to its trade relations. Then, came Donald Trump, set on crashing through every norm governing the world trading system.

Since he took office in 2017, Mr Trump has slammed steel and aluminium tariffs on even his close neighbours and allies — Mexico, Canada, Japan and the EU — and forced the renegotiation of Nafta. He has coerced the EU and Japan to the negotiating table for a bilateral deal with the US, threatening punitive car tariffs if they did not talk. His justification for many of these tariffs — to protect US national security — is regarded by most trade experts as absurd.

The bulk of Mr Trump's anger has been reserved for China. He has slapped wave after wave of tariffs on imports from China, apparently in the belief that it is the exporting country rather than consumers in the importing country which end up paying for them.

More recently, casting around for any tool available to batter at the country he considers an enemy in trade terms, Mr Trump took the extraordinary step of putting an export ban on any

company doing business with the tech giant Huawei. This was an apparent attempt to drive the Chinese company out of supply chains worldwide.

Whether any of these policies will have the desired effect is unclear. His attempts to address bilateral US trade deficits using tariffs are unlikely to do very much: current account balances reflect macroeconomic factors such as savings rates.

He may have more success driving Huawei out of polite company, but Huawei-made hardware is such a central part of 5G networks that many countries, including in Europe, are defying Mr Trump's warnings to shun Huawei altogether.

If Mr Trump is really determined to separate the US and Chinese economies, he will need to increase the interventionist actions a lot further, insisting that multinationals can either operate in the US or in China but not both. Given what has happened so far, it would be unwise to put that past him.

The response of the other big trading powers has been largely defensive. The EU and Japan have continued to sign trade agreements with third countries (and with each other) whenever possible.

Japan resurrected the TPP when the US pulled out. The EU, having finalised a deal with Canada after several tricky years of negotiations, updated an agreement with Mexico and is embarking on talks with Australia and New Zealand.

But no country can negotiate its way to security from Mr Trump's whims. Mexico, having agreed to change Nafta

### The attempts by the US president to address bilateral US trade deficits using tariffs are unlikely to do very much

to accommodate the US president's criticisms, suddenly found itself threatened with more tariffs unless it sorted out the migration problem across the Mexican/US border. That threat was subsequently withdrawn after Mexico scrambled a diplomatic effort to defuse it.

The EU and Japan have attempted to put together an initiative with the US to put pressure on China to reform its subsidies, trying to get Mr Trump to act more collectively through the WTO. The White House is engaging in the process but does not regard it as a substitute for its unilateral actions against Beijing.

Predicting Mr Trump's actions is near impossible. There appears no coherent pattern. The next year and a half at least will continue to give the world trading system its biggest stress test since, perhaps, the second world war.

## Superpower rifts heighten risks to global economy

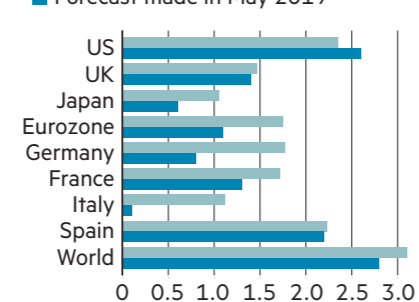
*Continued from page 1*

**Fourth, eurozone stresses.** The eurozone is at best a half-completed monetary union. Worse, the crisis and its populist aftermath have driven popular attitudes in member countries apart, especially Italians from Germans. It would not take much to trigger a new round of hard-to-manage financial and political crises. This is especially the case given the imminent arrival of new leadership at the European Central Bank and the fact that the bank has exhausted much of its conventional policy room.

**Fifth, great-power friction.** Changing relative economic power, especially the rise of China, has reshaped the global balance of power, to the detriment of the west, in general, and the US, the world's established hegemon, in particular. The election of Mr Trump, partly in response to this, is destabilising global political and economic foundations. His "America First" politics have led to fights with China, especially over trade, and with his supposed allies, over trade and their contributions to collective security. Nonetheless, Mr Trump has the support of many Americans, on both the right and left, albeit for different reasons.

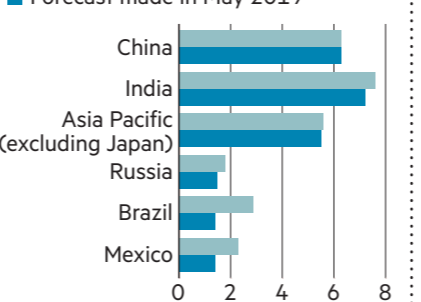
#### Growth forecasts fall sharply for the eurozone and Japan

Consensus forecasts for real GDP growth in 2019 (annual % change)



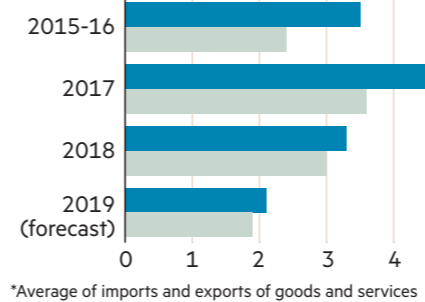
#### Growth forecasts worsen, but Asia is very robust

Consensus forecasts for real GDP growth in 2019 (annual % change)



#### The growth dynamic of advanced countries slows sharply

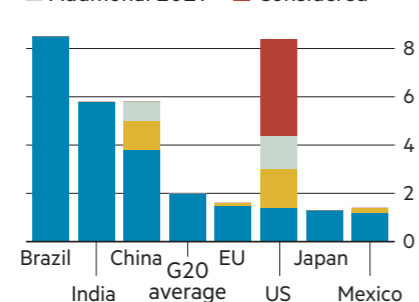
Trade and investment growth in advanced economies, volumes (%)



\*Average of imports and exports of goods and services

#### The US becomes a highly protectionist country

Average trade-weighted import tariffs in G20 countries (%)



Sources: Consensus Economics; Haver Analytics; World Bank; CPB Netherlands Bureau for Economic Policy Analysis; Institute of Shingina Economics and Logistics

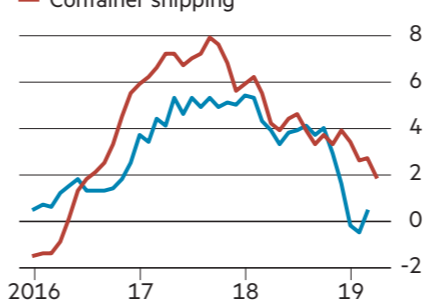
#### The trade war bites on China

China's trade growth (volume of goods, annual % change, 3-month average)



#### The slowing growth of world trade

Trade volumes (annual % change, 3-month average)



**Sixth, protectionism.** The growth of trade slowed sharply, relative to world output, after the financial crisis. This was largely because of exhaustion of possibilities for internationalisation of supply chains in goods, the global slowdown

in the growth of investment and the drift towards protectionism. But Mr Trump's tariff wars are transformative, in style and size: in style, because his administration does not pretend to respect the principles (especially non-

discrimination) or commitments (particularly tariff bindings) that follow from the US role as the most significant founder-member of the World Trade Organization; in size, because the levels of tariffs towards which the US is

moving are similar to those of the most protectionist emerging economies.

**Seventh, uncertainty.** Taken together, all this creates great uncertainty, which weighs on investment. Pervasive uncertainty is arguably the greatest risk to the global economy. Trade wars are not the only cause of the uncertainty, but they are among the most important. The purpose of the post-second-world-war trading system was to liberalise trade and to strengthen that liberalisation with binding international agreements overseen by a global dispute settlement system. Mr Trump is destroying the credibility of US WTO commitments and rendering the dispute settlement system inoperative.

Overall, the result is global economic fragility. Christine Lagarde, IMF managing director, has argued that the "self-inflicted wounds" of tit-for-tat tariffs between the US and China risk hitting an already precarious global recovery. This would be worrying in normal times. This, however, is not such a time. In today's uncertain environment, policymakers need particularly to display caution, which is precisely the quality that populist politicians, with their contempt for rules, institutions and "experts", lack most.

The leaders of the G20 must handle all this with great care. Unfortunately, the group, which was founded in an attempt to broaden the base for global co-operation, is a victim of the general disarray. The G20's members are physicians who need to heal themselves. Will they? Not today, is surely the answer. It may take a crisis for them to act effectively, as they did in 2008 and 2009. It may prove impossible even then. We can only watch, wait and see.

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G20 Japan & the World

# How the Fukushima disaster hit climate plans

**Environment** Coal and gas consumption in Japan has soared since 2011's nuclear accident to help fill the power gap, writes *Leslie Hook*

**W**hen Prime Minister Shinzo Abe wrote in the pages of the FT last year, he urged the world to act "swiftly" to combat climate change and to take "more robust actions".

"Climate change can be life-threatening to all generations," he wrote. "The problem is exacerbating more quickly than we expected."

As Japan prepares to host the G20 summit at the end of this month, however, the country's commitment to climate action is about to be put to the test. The summit will set the tone for the world's largest economies at a time when global carbon emissions are rising. New national climate targets are expected later this year under the Paris climate accord.

In previous G20 summits the role of the US — which, under the Trump administration, plans to withdraw from the Paris climate pact — has been in the spotlight. This year more scrutiny will focus on Japan's climate record.

Japan is one of the only developed countries that is still building new coal plants. It is a big funder of coal projects internationally. This month it did adopt a plan to become "carbon neutral" by the end of the century, though without naming a specific date. It kept its 2050 decarbonisation goal unchanged, targeting an 80 per cent reduction in emissions by then.

Ahead of the G20 summit in Tokyo, a growing number of Japanese companies have called for more renewable energy. A letter this month signed by technology multinational Fujitsu, the conglomerate Sony, construction company Daiwa House and a dozen others urged the government to adopt a target of 50 per cent renewable electricity by 2050.



**Coal-fired: a power station in Iwaki City in the Fukushima area** — Tomohiro Ohsumi/Bloomberg

Environmental groups have been highly critical of Japan's policies. They argue that there is no plan to wean the country off its dependence on coal. "It is quite an unfortunate path," says Kimiko Hirata, international director at the Kiko Network, an environmental group. "Japan is in the position of lagging behind other countries in terms of renewable energy," she adds, pointing out that 17 coal fired power plants are under construction. "The actual

[climate policy] situation in Japan has become quite bad."

One year ago, a heatwave that swept across the country, killing more than 1,000 people, highlighted the deadly impacts of climate change, which is contributing to more frequent and severe heatwaves around the world.

Yet, in the approach to the G20 summit, Japan has been criticised for its climate record. Coal fired power plants are a key source of carbon dioxide

emissions that contribute to global warming.

This represents a big turnaround for a country that used to be synonymous with climate action, after lending its name to the Kyoto protocol of 1997.

Following the nuclear disaster at Fukushima Daiichi in 2011, and the subsequent suspension of Japan's nuclear fleet, consumption of coal and gas soared to help fill the gap left by the nuclear closures.

Since 2012, about 50 new coal plants have been planned in Japan, according to data from Kiko Network. Though 13 have been cancelled, another 13 are already operating.

With the future of nuclear power still unclear — many reactors are supposed to reopen, but this has been repeatedly delayed — coal is set to continue to be part of Japan's energy supply for decades. It provides about a third of Japan's power today, and is expected to produce a quarter in 2030, according to official forecasts.

International pressure to move away from coal has been rising. A report from the UN Intergovernmental Panel on Climate Change last year found that coal use would have to fall to zero by 2050, in order to limit global warming to 1.5C and avoid the worst impacts of climate change.

Amid a global wave of "no-coal" policies, the UK plans to phase out coal by 2025. France plans to close its coal plants by 2022. In Japan, some individual companies have pledged not to fund new coal-fired power plants, including Mitsubishi and Marubeni. The government itself has not indicated a coal phase-out date.

"After the nuclear accident there were a lot of different paths Japan could have taken," says Han Chen, international policy manager at NRDC, a US environmental group. "Instead of investing in low carbon growth, Japan stuck with importing tonnes of coal and liquefied natural gas." Estimates suggest that government-supported financing for international coal projects totalled about \$15bn between 2013 and 2018, according to NRDC.

Many environmental campaigners say the G20 could be a powerful voice for climate policy but they do not expect that it will be so this year. Japan's draft G20 communiqué, they note, omits the phrases "global warming" and "decarbonisation" and, when compared with previous communiqués, downplays the Paris climate accord.

"I'm quite pessimistic," says Ms Hirata. "Because Japan [has] tried to avoid facing the issue of climate change," she argues, "it cannot send any strong signal to the outside world."

'Japan [has] tried to avoid facing the climate change issue, so cannot send any strong signal to the world'

ADVERTISEMENT

## NIKKEI SDGs Forum in NY

**Tuesday, July 16, 2019**

(Session: 13:00 – 17:00 / Networking Party: 17:00 – 18:00)

Location: **Japan Society** (New York, USA)

333 EAST 47th Street, New York, NY Tel: 212-832-1155

Host: **Nikkei Inc. and Nikkei Business Publications**

Media partner: **Financial Times**

Supported by the Ministry of Foreign Affairs of Japan

Sponsors:

Keynote Speech 1:

13:00 – 13:20 Mr. Masaya Futamiya, Chairman, Committee on Corporate Behavior & SDGs, Keidanren / Chairman, Sompo Japan Nipponkoa Insurance Inc.

Keynote Speech (40 minutes) 2:

13:20 – 14:40 **"Japanese SDGs-Management Creates Revolution in Corporate, Investment and Social Community"**  
Mr. Kunio Ito, Hitotsubashi University Economics Professor / President of TCFD Consortium

Session 1: "Japan's Global Initiative for SDGs"

Dialogue (40 minutes)

Mr. Kunio Ito, Hitotsubashi University Economics Professor / President of TCFD Consortium

Mr. Ryuichi Isaka, President, Seven & I Holdings

Break (10 minutes)

14:50 – 15:50 Session 2:

**"Progressing Globally with ESG Investment – What is the Best Plan?"** (soft title)  
Ms. Keiko Tashiro, Deputy President, Daiwa Securities Group Inc.  
Ms. Asako Okai, UN Assistant Secretary-General and Director of UNDP Crisis Bureau  
Ms. Gillian Tett, Chairman, Editorial Board and Editor-at-large, US, Financial Times

15:50 – 17:00 Session 3: "Japan's Initiative for SDGs" (tentative)

Mr. Ken Shibusawa, Director, Commons Asset Management  
Mr. Norichika Kanie, Keio University Policy and Media Professor  
Mr. Kotaro Katsuki, Director, Global Issues Cooperation Division, Ministry of Foreign Affairs of Japan  
Moderator: Mr. Kouichi Sakai, Nikkei BP, Nikkei ESG Publisher

17:00 – 18:00 Networking Party

Please register your participation at <https://events.nikkei.co.jp/16484/>

Application deadline: 17:00 Friday, July 5, 2019 \*Japan time

If the number of enrolled applications exceeds the number of seats available, a lottery may be conducted.

## NIKKEI SDGs / ESG Conference 2019

### How to Integrate Sustainability into Business Management

#### Tokyo in 2020 and Beyond

**Ms. Yuriko Koike**  
Governor, Tokyo



The Tokyo Metropolitan Government is pursuing a sustainability agenda that can be summarized by three terms ending with "-ty" — safety, smart city and diversity. In line with the agenda, we have set 576 specific policy goals to be achieved by 2020. Most of these policy goals are in some way related to the 17 SDGs. Some historical figures associated with Tokyo, such as politician Shimpei Goto (1857–1929) and industrialist Eiichi Shibusawa (1840–1931), tackled economic and political challenges of their time with strong awareness of social needs and issues. Basic concepts underlying the SDGs are nothing foreign to Japan.

Tokyo aspires to become a leading source of new visions and concepts for future cities that have attractive business and living environments and can achieve economic growth while offering many worthwhile jobs. Tokyo's biggest resource is its people. We hope to become a pioneer in promoting corporate management based on ESG principles and the SDGs through policy efforts focused on human resources.

#### Creating Local Circular Symbiotic Communities

**Mr. Yoshiaki Harada**  
Minister of the Environment,  
Minister of State for Nuclear Emergency Preparedness



The SDGs represent a global human wellbeing initiative underpinned by a grand vision for tackling all economic, environmental and social challenges confronting the world in a way that leaves none of the 7.1 billion global citizens behind.

The world is at a major historical turning point. In its fifth Basic Environmental Plan, the Japanese government proposes to build "local circular symbiotic communities" as a key sustainability goal. The plan envisions optimal-scale resources circulations within regions involving both farming, mountain and fishing villages and urban areas to build a sustainable society where environmental and economic harmony limits impacts on the ecosystem. To accelerate progress toward that vision, the Environment Ministry will provide support to promote ESG finance.

In this new era of Reiwa, I, as Environment Minister, will do my utmost to ensure that Japan will be internationally recognized as a country firmly committed to protecting the environment.

#### Kanagawa Seeks to Become a "Prefecture Where Life Shines" Through Efforts to Achieve SDGs

**Mr. Yuji Kuroiwa**  
Governor, Kanagawa Prefecture



The basic policy principles of the Kanagawa prefectural government are symbolized by its slogan, "Kanagawa Prefecture that makes the people's lives sparkle." To create a community where life shines, it is necessary to solve a wide range of problems concerning food, labor, the environment and all other policy areas. This thinking underlies the SDGs program.

The rapid aging of the population has significant implications for social sustainability. The Kanagawa prefectural government's approach to health care is based on the concept of "ME-BYO" (literally meaning 'pre-disease'), which refers to the continuum between health and sickness. We have implemented various policy measures to help people in the state of ME-BYO to maintain their health as long as possible through beneficial diet, exercise and social activity.

Our next major policy goal is to create a society where people aged 100 or older can enjoy a healthy and happy life filled with laughter. Improving the state of ME-BYO to ensure health and longevity requires communication between people. Laughter connects people. We will continue our SDGs-based policy efforts to realize our vision for Kanagawa Prefecture as a society brimming with laughter — where life can shine.

Economic, environmental and social sustainability is a crucial element in business management in today's world. Companies not committed to management based on ESG (environmental, social and corporate governance) criteria and the United Nations Sustainable Development Goals (SDGs) can no longer hope to win over investors and markets.

What kind of visions and strategies do companies need to ensure sustainability-oriented management? In late May, a Nikkei international conference was held in Tokyo to discuss a wide range of business sustainability issues. The Nikkei SDGs/ESG Conference was sponsored by Nikkei Inc., the publisher of Japan's leading business daily and Nikkei Business Publications Inc. with the Financial Times as the media partner.

The theme of the conference was "How to Integrate Sustainability into Corporate Management." At the conference, top officials from the central and local governments and the leaders of companies with high ESG credentials talked about related topics from various viewpoints including global warming and work style reform.



## ADVERTISEMENT

# G20 High-Level Symposium on Aging and Financial Inclusion (GPFI Forum)

G20  
2019  
JAPAN

GPFI

With 28% of its population over 65 years old, Japan is currently the world's oldest nation. By 2050, ageing will be a global issue, as more than 2 billion people will be aged 60-plus worldwide. As people live longer, they need to plan their finances more carefully, particularly in later life as healthcare expenditures increase hardship risks. Held in Tokyo on June 7, the GPFI Forum brought together multiple stakeholders to discuss how best to achieve sustainable financial inclusion. This is an edited summary of the day's speeches and panels.



VIDEO MESSAGE



**Her Majesty Queen Máxima of the Netherlands, Honorary Patron of the GPFI**  
The world's population is ageing rapidly. Globally, those over 60 are the fastest-growing age group. However, the retirement savings gap remains enormous. Financial inclusion is crucial to reducing this burden. I commend the GPFI and the Japanese government for taking up this important issue.

## About GPFI

The Global Partnership for Financial Inclusion (GPFI) is an inclusive platform for all G20 countries, interested non-G20 countries and relevant stakeholders to carry forward work on financial inclusion. It was established at G20 Seoul Summit. This year, Under the Japanese Presidency, the GPFI has been discussing the challenges to financial services and possible responses in face of ageing under the theme of "Ageing and Financial Inclusion."

## SESSION I SETTING THE SCENE—FACING THE 'AGE OF AGING'

### Turning the Silver Tsunami into a Silver Dividend

Healthy life expectancy is not increasing at the same rate as life expectancy. People are living more years with disability as a result. Healthy behaviour can help mitigate the chronic conditions older people suffer from. Longer and healthier lives must be humanity's next goal. Poor health exposes old people and their families to costs that contribute to financial exclusion. But if societies invest and prepare, an ageing population can be a "silver dividend" rather than a "silver tsunami," an opportunity, not a challenge.

Demographic change could well spur behavioural change. This happened between 1960 and 2000, when

the world's population doubled. Despite many dire predictions, all key indicators improved. The key is to think constructively and proactively.

Japan is the world's most aged nation, so its example is important. Three percent of the population suffers from dementia. Public-private partnerships are one way to tackle this challenge. Government leadership is crucial.

The time has come for a new social contract that enables people to age with dignity. A combination of education, technology, financial literacy and communication can help deliver retirement security.

## SESSION II VARIETY IN LIFE AND INCLUSION IN APPROACH—HOW TO VIEW COMPLEXITY OF AGING ISSUES

### Financial Caregiving in the Age of Longevity

Over recent decades, people's lifespan has risen, but their "healthspan" has not kept pace. This leads to a "wealthspan" problem, when healthcare spending can devour people's entire savings. Alzheimer's is particularly costly.

Financial decision-making is difficult for dementia sufferers. One Japanese university's psychiatry department is working with financial institutions to help dementia patients tackle their financial management issues. Together with technology companies and financial institutions, it is developing "dementia-friendly" banking services.

In the U.S., a major bank found that health was the top concern of its customers, with Alzheimer's their greatest

fear. The bank now employs a full-time gerontologist and seeks to help customers who are caring for a family member by providing care consultations alongside financial advice.

In Japan, Nomura Securities is formulating new asset-management and estate-planning solutions to become its clients' 100-year partner, explained Nomura President Toshio Morita. The elderly are a diverse customer group, so the firm has teamed up with Keio University to research their needs. In 2017, Nomura established a special team to service elderly clients and co-founded the Japan Financial Gerontology Institute in 2018.



KEYNOTE SPEECH

#### Ageing with Happiness and Dignity

Life expectancy is rising in rich, middle- and low-income countries. But ageing societies come with challenges. Growth, productivity and public finances

are all impacted. The World Bank is focused on three policy-action areas: financial security for the elderly (upgrading pension systems and improving financial literacy); labour markets and skills (adapting social security schemes for the gig economy, encouraging more women to participate in the labour force, and getting workers to stay in the labour force longer); and finally ensuring that old people have access to appropriate care. The World Bank is committed to working on the G20 Fukuoka Policy Priorities so everyone can age with happiness and dignity.

KEYNOTE SPEECH

#### Financial Inclusion in an Ageing Society

Japan is one of the most aged countries in the world, and this has brought many financial issues into the spotlight.

As life expectancy increases, people will need the financial literacy to extend the life of their assets. Financial inclusion will also be a vital item on the social agenda. Senior citizens who may have difficulty visiting banks or making transactions due to age-related decline must not be excluded from the benefits financial services offer.

The Bank of Japan is addressing these issues in many ways, from supporting financial literacy through the Central Council for Financial Services Information to promoting fintech that brings financial services within everyone's reach.



**Haruhiko Kuroda,**  
Governor, Bank of Japan

## SESSION III '100-YEAR LIFE' AND FINANCE

### A Holistic Approach to a Multi-Stakeholder Issue

"Japan is leading the conversation on the population dividend," noted Dr. Lynda Gratton, co-author of the book "The 100-Year Life," an unexpected hit in Japan. "Its relative stability lets politicians ask important questions."

Dr. Gratton's message is twofold. "First, the time to act is now," she said. "Education must change, corporations must change, even our approach to health. The longer we



**Dr. Lynda Gratton,**  
London Business School

wait, the harder it will be. Second, this is a multi-stakeholder issue. It involves governments, NGOs, educational institutions and corporations. A holistic approach is crucial. In this transitional period, every one of us is a pioneer, and we must show those who come after us what that means."

they will stunt growth, cause competition between generations, and lessen the opportunity for a third demographic dividend."

It falls to governments to grasp the nettle and shift retirement ages. The idea that older people working longer prevents younger people securing jobs, Derbyshire noted, has been proven fallacious by studies in OECD countries and China.

With the ageing society already upon us, the panel concluded, the time has come to reject such misconceptions and trumpet the significant value that older individuals bring to economies.



**Taro Aso,** Deputy Prime Minister and Minister of Finance, Japan

OPENING REMARKS

#### Ageing is a Global Challenge

Ageing is a global challenge, and Japan is the world's ageing frontrunner. That is why, as part of its G20 presidency, Japan has made ageing and its policy implications a priority. Ageing is also an issue for us as individuals. In today's digital age, anyone can face the cognitive or physical decline that poses barriers to financial inclusion.

The GPFI has discussed financial inclusion intensively. The GPFI and the OECD jointly prepared "G20 Fukuoka Policy Priorities," a report that identifies key steps to promote financial inclusion and catalyse further action. Today's event is part of these efforts. I am keen to share the forum's insights with G20 Finance Ministers and Central Bank Governors.

KEYNOTE SPEECH

#### The Quality of Longevity Matters

The number of elderly people will double by 2050, making Japan's focus on ageing timely. Prime Minister Shinzo Abe has described ageing and the declining birthrate as Japan's greatest challenges. Other countries also face significant ageing, sometimes at an early stage of development; all must prepare for the longevity economy. People who live longer will need to work longer and be financially educated. The misalignment of life longevity and asset longevity makes financial hardship a risk. The G20 Fukuoka Policy Priorities address these challenges. Governments must reinforce the elderly's digital financial skills and help everyone with financial planning. Increased longevity is an accomplishment, but the quality of longevity matters as well.



**Angel Gurría,**  
Secretary General, OECD

## SESSION V CALL TO ACTION FOR THE UPCOMING SUPER-AGING WORLD —HOW CAN THE FINANCIAL SERVICES INDUSTRY HELP ENSURE FINANCIAL INCLUSION?

### Mixing Technology with Creativity

Cashless payments and other technological advances offer many benefits, but can also exclude the most vulnerable from essential services. With its ageing population, Japan places great importance on financial inclusion, and the G20 Fukuoka Policy Priorities are a blueprint for approaching the issue.

Toshihide Endo listed three areas where action was needed throughout the G20 and the world on these priorities. "First, financial literacy," he said. "Second, tax incentives, like the Dollar-Cost Averaging NISA we have introduced in Japan. Finally, better access to financial advisory services, so that consumers can create healthy portfolios for longer lifespans."

Brazil faces dramatic challenges, and Roberto de Oliveira Campos Neto stressed the importance of "technology mixed with creativity" in meeting them. Felix Hufeld noted the role occupational pensions can play alongside public pensions and savings, and spoke about how accessible design can benefit not just older people but all consumers.

Above all, participants called for recognition of the inherent value of older people. "They have wisdom and experience and offer a voice for sustainability," said Maria Jahrmann Bjerke. "Their potential to contribute is tremendous."



From left: **Toshihide Endo,** Commissioner, Japan Financial Services Agency  
**Roberto de Oliveira Campos Neto,** Governor, Central Bank of Brazil  
**Felix Hufeld,** President, Federal Financial Supervisory Authority of Germany (BaFin)  
**Maria Jahrmann Bjerke,** State Secretary, Ministry of Health and Care Services, Norway

## SESSION IV THE POTENTIAL OF A LONGEVITY ECONOMY —SHIFTING THINKING FROM AN "AGING TIME BOMB" TO A "LONGEVITY DIVIDEND"

### 'Ageing Strategies' for Future Success

Ageing represents an enormous demographic change. In the corporate world, it will affect business development, market opportunities, and workplace practices. By 2050, the number of older consumers will double from 1 billion to 2 billion, creating a longevity economy with potential in every field from medicine to fashion. Yet, as Dr. Michael W. Hodin, CEO of the Global Coalition on Aging, pointed out, few companies have an "ageing strategy." In fact, entirely new ecosystems will be needed.

Justin Derbyshire of HelpAge International argued that the responsibility for creating these ecosystems lies with the state, saying: "If governments don't embrace longevity,

KEYNOTE SPEECH

#### Social Participation and Independence through Technology

Physical and mental independence is crucial for quality of life. My own experiences have shown me that technological solutions can help older people maintain that independence and participate in society.

Bone conduction technology and speech-to-text services can help those with hearing impairments. Wearable devices can supplement deteriorating vision, and mobility can be augmented with short-distance vehicles. Smart speakers can answer spoken questions, provide information, and control devices remotely, while IT solutions like face recognition can help compensate for cognitive deterioration.

Many of these technologies are already available. The challenge is to promote them and ensure they are affordable and accessible. This will help improve independence and financial inclusion among older people.



**Masako Wakamiya,**  
84-year-old Japanese IT evangelist

KEYNOTE SPEECH

#### Diversifying Lifestyles Bring New Banking Opportunities

Addressing the needs of an ageing population is one of the JBA's top priorities. The ageing of society is often seen as a negative in terms of economic growth. As longevity grows, however, the lifestyles of older people diversify. This presents new opportunities for banks around the key concepts of diversification, cooperation and accessibility.

At SMBC, we use eye tracking and heat mapping to ensure that our products are accessible, and encourage branch staff to learn more about what older customers need. These initiatives are in line with the G20 Fukuoka Policy Priorities. The banking industry is in a unique position to turn challenges into opportunities and preserve financial inclusion.



**Makoto Takashima,**  
Chairman, Japanese Bankers Association (JBA)

Affac

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BANKING CORPORATION

## G20 Japan &amp; the World

## New technologies stir the debate on ethics

## Digital economy

Governments are discussing how best to address the implications of AI, 5G and the 'internet of things', reports *Michael Imeson*

How do you reap the benefits of digitalisation while minimising the risks? That was the big question facing G20 digital economy ministers when they met in Tsukuba, Japan, early this month.

Emerging phenomena such as AI, 5G, smart devices and distributed ledger technologies such as blockchain will "empower all individuals and firms by creating new opportunities, and generate new services and employment", concluded the ministers optimistically.

But they acknowledged that digitalisation "raises certain concerns". These included the internet and social media being used "for violent extremist and terrorist purposes" — and they urged that governments work with technology companies to fight such threats.

Cross-border data flow, noted the ministers, "generates higher productivity,

greater innovation and improved sustainable development" but presents problems on privacy, data protection, intellectual property rights and security. Countries, therefore, needed to co-operate to align domestic and international legal frameworks "to build trust and facilitate the free flow of data".

AI was recognised as raising ethical concerns on matters such as software that may inadvertently discriminate on ethnicity, sex, religion or other factors. While the Japanese view the AI era as Society 5.0, meaning the latest stage of human development (following hunter-gatherer, agrarian, industrial and information), the meeting cautioned that it may create "societal challenges" for the labour market, privacy and security. On this, the ministers said the G20's own principles for responsible AI use, including human-centred values and fairness, were a necessary guide.

"Every new technology creates its own debates around ethics," says Margot James, UK digital industries minister, who attended the meeting in Tsukuba. The UK government last year set up a centre for data ethics, aiming to "help us understand the challenges and opportunities presented by AI and data-driven technologies, and the steps

we need to take to make sure those technologies deliver for the greater good of society".

Under UK data protection rules, she adds, the onus is now on businesses to keep personal data secure, which is having a positive impact. A 2019 survey had shown that 32 per cent of UK businesses identified a cyber security attack or breach in the past 12 months, down from 43 per cent in the previous period.

In Tsukuba, Andrus Ansip, the EU's digital single market vice-president, said Europe was "ramping up" AI investment. "Our targets are for at least €20bn of public and private investment in research and innovation by the end of 2020 and more than €20bn per year over the next decade," he said. This needs to be backed by stronger rules on data protection and cyber security and "clear ethical guidelines" on AI use, he added.

Julian David, chief executive of trade body techUK, says the conversation on how digital ethics rules work "cross-border is only just beginning". Given the pace of technological development, "this needs to speed up".

The dominance of big US technology companies was a theme that focused the attentions of G20 finance ministers

meeting in Fukuoka, Japan, this month. They pledged new rules by 2020 that will compel international digital companies such as Facebook and Google to pay more tax in the countries where they generate their revenues.

US competition, however, does not worry everyone, says Poppy Gustafsson, co-chief executive of the UK cyber security start-up Darktrace. UK technology companies do well globally, she notes, adding that they "get a lot of help from the public sector". She stresses, however, that success is determined more by people who run companies — their capabilities, education and ambition — than by official assistance.

Although technological innovation tends to take place in big economies, smaller ones may still see themselves as having a role.

Malta last year passed laws aimed at creating the regulatory framework on distributed ledger technology and crypto-assets that, it hopes, will position it as "Blockchain Island".

"Being small can be an advantage," says Silvio Schembri, Malta's junior minister for digital economy, arguing that it enables efficiency and adaptability. "It is easier to steer a jet ski than a large ship," he notes.

Countries need to co-operate to align their legal frameworks in order to build trust

## Asian dialogue cannot live by the G20 alone

## OPINION

Jamil Anderlini



In April, senior officials from China, South Korea and Japan met in Tokyo for their 15th round of trilateral free trade talks. The talks began in 2011 and have often been interrupted since by political storms between the three north-east Asian powers. As on many occasions, the only firm outcome in April seemed to be an agreement between them to "work towards" holding the 16th round of negotiations.

This triumph of low ambition sums up a problem facing Asia's leaders as they contemplate a new world of US and European isolationism. As the US-led global order crumbles, no obvious replacement exists. The countries that comprise the world's most populous and dynamic region are far from providing an alternative.

This year's G20 in Japan marks the third time the summit has taken place in an Asian country. South Korea hosted in 2010, China in 2016. As the US sidelines and sabotages many of the global institutions it constructed in the 20th century — from the UN to the World Trade Organization — the G20 has taken on greater significance as a place where matters of global importance can at least be given a hearing.

But the G20's importance highlights the lack of alternative structures that allow dialogue and political understanding, not least in Asia. That is especially worrying because of the region's accelerating arms race. The rise of China, its military build-up and expansive territorial claims, have driven neighbours to spend unprecedented amounts on their own military modernisation.

The lack of intra-Asian institutions is surprising, given how mutually reliant the region's economies are. Asia has more than half the world's population and 21 of its 30 largest cities. By next year, Asia's combined economies, as defined by the UN and measured by purchasing power parity (PPP), will be larger than the rest of the world combined for the first time since the 19th century. The region will be home to half the world's middle class, defined as those living in households with daily per capita incomes of between \$10 and \$100 at 2005 PPP. This has been facilitated by globalisation, trade and integration of regional supply chains.

One regional grouping is the Association of Southeast Asian Nations (Asean). But it is considered a talking shop, even by many of its members, who range from very modern Singapore to impoverished Myanmar and Laos.

Other attempts at regional institution-building have mostly been led by the US, Japan and, more recently, China, with mixed results. While maintaining a very robust military presence in Asia, the US has run hot and cold when it comes to other forms of engagement and is now in a decidedly cold phase. Nascent initiatives such as the Trans-Pacific Partnership trade agreement have been casualties of this.

Because of its wartime history of conquest, Japan has often found it difficult to convince other nations of its benign intentions. More recently, China has joined the institution-building game. It has set up security groupings such as the Shanghai Cooperation Organisation with Russia and former Soviet states in Central Asia and, in the past few years, the Asian Infrastructure Investment Bank and the "Brics Bank" (named after the Brics countries of Brazil, Russia, India, China and South Africa).

Chinese initiatives, billed by Beijing as "win-win" and for the "common destiny of mankind", often look self-serving and expansionist to neighbours. China's size and authoritarianism add to suspicions about its motives and approach to what it sometimes derides as "small countries".

President Xi Jinping has made the "great rejuvenation of the Chinese nation" his objective. Some of his advisers want a modern form of imperialism and vassal states radiating out from the celestial capital in Beijing. Other countries, including US allies who often have their grievances with each other, are not encouraged by such thinking into joining regional agreements championed by China.

This makes G20 meetings yet more vital for larger countries in Asia to manage differences and disputes. For now, it also makes the US an indispensable stabilising force in a region that has the potential to be very unstable.

Chinese initiatives, billed by Beijing as for the 'common destiny of mankind', often look self-serving and expansionist to neighbours

## Robots need help in solving the problems of ageing

Automation As yet, there are no simple answers to Japan's changing demographics, writes *Leo Lewis*

In March, technology giant Panasonic unveiled the next generation of Hospi, an autonomous delivery robot that the company claims can coexist with humans and fill the widening labour market gap created by Japan's ageing population. The first part, say the country's leading robot experts, may be true. The second is absolutely up for debate.

Like its predecessor, the new Hospi has been built to replace human jobs by delivering medicines and medical equipment around hospitals or care homes. After its latest upgrade, say its designers, it can do so more efficiently and with a swivelling head full of sensors to enhance its ability to engage with (or avoid) people as it does its rounds.

Hospi, and the general promise of robots like it, appears to tick a multitude of boxes for Japan. It is a homegrown machine whose existence represents tangible pay-off for decades of Japanese corporate and academic focus on robotics. It is aimed at the care and service of the country's elderly, a sector for which the government forecasts Japan will face a 380,000-worker shortfall by 2025. Above all, Hospi seems to support the long-held faith that technology will step in where demographics present fearsome long-term challenges — not least, that a third of Japan's people is projected to be over 65 by 2050.

Those challenges have been the subject of two recent projects where Japan's ministry for economy, trade and industry has sought to concentrate effort on

improving robots. In one project, the government presented plans to turn the industry for robots directly involved in the care of elderly people into a ¥50bn (\$470m) a year concern by 2020. Another called for an important shift of focus in new machines: from increasing their efficiency in giving care to helping people remain self-sufficient for longer into old age.

The link between robots and elderly care has featured in discussions of the so-called "100-year life" policies espoused by Japan's prime minister, Shinzo Abe. The intention is to prepare Japan for a future when life expectancy means living decades beyond traditional retirement age. In addition, there is the expectation that robotics — particularly in the area of factory automation — can alleviate labour shortages and free flesh-and-blood workers for tasks only they can perform.

Masatoshi Ishikawa, a professor of robotics at Tokyo university, is cautiously optimistic about what robots will be able to do in the future. This applies both to helping people in an ageing society and to developing high-speed robots for use in factories.

His work, the crowning glory of which is a robotic "eye" that can register information 33 times faster than its human equivalent, centres on image sensors, the technological bedrock of the new generation of autonomous machines. The better the performance of the sensor, the greater the robot's ability to solve high-level problems.



Promise: robots seem to tick a lot of boxes for Japan, though obstacles remain

REUTERS/Toru Hanai

"One of the things we want to do with better sensors is to give a robot more accuracy than human beings," says Prof Ishikawa. "Humans can do movements with millimetre accuracy. Our robot can do 50 micron accuracy," he adds, 50 micron being about the width of a human hair.

That alone will not be enough to provide the solutions required. In the case of both factory robots and autonomous servants such as Hospi, the approach must be economically sustainable and many are not.

Kazuhiro Kosuge, a robotics professor at Tohoku university in the city of Sendai, fears that Japan's expectations for robots are simply too high. This is not only because of their technical limitations or the economics of their use, but also because of the high levels of human expertise required to put them to use.

There is a limited supply of specialist engineers to build systems that enable robots to work together. The same applies to people with the skills to adjust, service and repair robots as they become more established in manufacturing and everyday life. Such shortages mean the prospect of robots answering Japan's demographic problems is based more in hope than present reality.

However rapidly the Japanese labour force appears to be shrinking, economists note that this has yet to force a really noticeable rise in workers' salaries. "The barriers to robots will fall as human labour costs increase," says Prof Kosuge.

"Many conditions need to be considered and I'm afraid that people are dreaming too much," he adds. "Sometimes companies introduce [robots] and then remove them later because of the costs."

## Brazilian Japanese mix the traditional with the tropical

## Cuisine

Brazil's *nikkei* revere sushi history but not all are averse to a little local flavour, writes *Andres Schipani*

It is not yet dawn and Ken Mizumoto is inspecting large pieces of fresh tuna and boxes of langoustines. In the manner of sushi chefs, he is obsessive about freshness. This is not Tokyo's legendary fish market but its counterpart in the gritty downtown area of São Paulo, Brazil, a country that has close historical ties to Japan, despite being the farthest away of the G20 nations.

"We do our best to keep the quality as good and the tradition as alive as possible," says Mr Mizumoto, 39, a second-generation Brazilian Japanese who owns

ShinZushi, one of the city's best sushi restaurants. Brazil's bars and restaurants association says São Paulo has 900 Japanese restaurants, producing more than 500,000 sushi meals a day.

Brazil is home to an estimated 1.9m *nikkei*, descendants of Japanese immigrants, giving Brazil the largest population of Japanese origin outside Japan. Most came during the first half of last century. Of the destinations Japanese migrants went to, says Lidia Reiko of Brazil's museum of Japanese immigration, Brazil "is the one where tradition was better kept".

In ShinZushi, chefs are only allowed to prepare sushi after five years of training. It is a world where the everyday rules and rhythms of Brazil do not apply. People speak softly, Japanese is the *lingua franca*, precision is paramount.

"The authenticity of the restaurant is not just food, it is also the way you greet

and serve people," says Mr Mizumoto. "You cannot eat sushi properly if we play samba in the background."

In silence, he and a staff member undergoing instruction from him slice a 15kg imported bluefin tuna. In 2000, Mr Mizumoto moved to Tokyo to learn the art of sushi. After 11 years, his master told him: "You are ready, you can go back to Brazil."

He took charge of his late father's restaurant, run by a cousin at the time, who, he was shocked to find, was serving US-style sushi. The menu included things like "salmon stuffed with cream cheese", he recalls, in tones a Mexican gourmet might use to describe Tex-Mex food: "unbelievable".

Tradition is also a theme at Telma Shirashi's Aizomê restaurant, in an old Japanese-style wooden house in an upscale area of São Paulo. To make Japanese cuisine outside of Japan, she says,

you need its principles "clear in your mind". This year, she became the first Brazilian woman to be appointed Japanese Cuisine Goodwill Ambassador by the Japanese government.

"Some people say the Japanese spoken here in Brazil is more traditional than that spoken back in Japan and that can also go for the food," says Yasushi Noguchi, Japan's consul general to São Paulo. But he adds chefs are not averse to mixing Brazilian cuisine in with it.

In São Paulo's main Japanese quarter of Liberdade, in the centre of the city, Wagner Yoshihiro Higuchi pours beers and sakes alike in his *izakaya*, or pub, Kintaro. A wrestler, he inherited his father's passion for sumo and his mother's taste for Japanese pickles, *oden* hotpot and breaded pork *tonkatsu*.

"My father liked drinking after wrestling and my mother cooked very well —



Ken Mizumoto: Tokyo-trained for 11 years — Ricardo Lisboa for the FT

handy when you own an *izakaya*," he says.

Mr Higuchi and his brother took over Kintaro a few years ago. Their mother still runs the kitchen. At the back of the bar, donning Kirin beers, a Brazilian-Japanese couple discuss plans to migrate to Tokyo to "escape" Brazil's economic slowdown and the government of President Jair Bolsonaro. Nearby, two women speaking Japanese munch a portion of *nasu dengaku*, miso-glazed eggplant.

"We serve things that are very Japanese," says Mr Higuchi, such as *kinpira gobo*, or braised burdock root and carrot. He also offers dishes from the "colony" — as the times when the Japanese first settled in Brazil are known — such as marinated sardines. "One way or the other, we try to maintain the tradition," he adds. "Japanese is what we are, but with a tropical touch."

## ADVERTISEMENT

# Sustainable Development Goals in a Real-World Context



The Nikkei SDGs Forum Symposium brought together representatives from government, business and finance to discuss the United Nations Sustainable Development Goals (SDGs) in Tokyo on May 8. Here are the day's speeches and panel discussions, in edited and condensed form.

## Japan to lead innovative financing for SDGs

**Taro Kono**, Minister for Foreign Affairs of Japan

In 1989, the Malta Summit between George H. W. Bush and Mikhail Gorbachev marked the end of the Cold War. At the time, all the talk was of a peace dividend; what we got instead was conflicts and civil wars. The world currently has the highest number of refugees and displaced people since World War II. In these troubled times, the SDGs provide a pointer to the future vision we should be striving toward.

Japan has long advocated the concept



of "human security," which focuses on each individual's situation and needs. The SDGs' slogan, "leaving no one behind," reflects this concept. That is why Japan has a responsibility to lead from the front in promoting the SDGs. Japan will be hosting the G20 Osaka Summit and later this summer the Seventh Tokyo International Conference on African Development (TICAD7). We will strongly promote

Japan's position to the world. Japanese big business is taking a leading role in engaging with the SDGs. Small and medium enterprises are also starting to get involved. Achieving the SDGs will not be easy. There is a huge financing gap of \$2.5 trillion per annum; this is where private-sector investment has a role to play. We must also look at new ways of raising money for the SDGs, such as the International Solidarity Tax. In this regard, Japan will be leading discussions in international forums as the chair of the Leading Group on Innovative Financing for Development, and will establish a panel of domestic experts to explore a range of mechanisms. All sectors of society must get involved to achieve the SDGs by 2030.

## The SDG management revolution

**Kunio Ito**, Professor, Graduate School of Business Administration, Hitotsubashi University



One of Japan's foremost experts on environmental, social and governance (ESG) issues, Professor Ito has authored key reports on investing for sustainable growth for the Ministry of Economy, Trade and Industry. As head of Japan's Task Force on Climate-related Financial Disclosures (TCFD) Study Group, his mission is to introduce global-disclosure best practices into Japan.

Professor Ito argued that thinking on climate change had evolved: the old zero-sum "economy versus environment" paradigm has been superseded by the view that sustainability is key to corporate value creation. The SDGs—which have been enthusiastically embraced by the public, private and financial sectors—provide a practical framework for innovation and can easily be integrated into companies' growth strategies.

Climate change is the SDGs' biggest challenge. Managing climate risk is part of tackling that challenge. Companies should strive to be transparent about their climate-risk exposure by disclosing information based on shared guidelines.

Climate change affects us all and we must act now rather than treat it as a tragedy of the horizon, whose impacts will be felt only much later. The SDGs represent an opportunity to innovate our way out of the climate crisis. Ultimately, altruistic behavior can trigger a virtuous cycle that reverberates down supply chains, revolutionising behavior.

## Moving from preparation to action

**Norichika Kanie**, Professor, Graduate School of Media and Governance, Keio University

Governments around the world have spent the last four years promoting the SDGs. Japan is no exception. Japan's SDGs Promotion Bureau and its annual SDGs Awards are both headed by Prime Minister Shinzo Abe. This year will be a pivotal year, as SDG awareness crosses from the public to the private sector.

"Large-company awareness of the SDGs is high and it's rising among SMEs," Professor Kanie said. "With the private sector starting to take real actions, the SDGs are shifting from the preparation to the action stage."

The hope is that the involvement of all sectors of society will trigger a virtuous cycle to help Japan solve key economic and social challenges, from reviving depressed regions to improving workplace gender equality. Different approaches are being tried. Nagano Prefecture is piloting an SDG certification programme. Eligible firms must show measurable progress, such as with reduced greenhouse-gas emissions or reduced overtime. Paradoxically, though, setting wildly ambitious goals also delivers real results. In the Toyota Environmental Challenge 2050, Japanese car maker Toyota is aiming to go beyond zero environmental



impact to achieve net positive impacts. Aiming high stimulates new thinking and attracts capital. In this way, the SDGs are an opportunity, not a burden.

## ESG investing on a grand scale

**Norihiro Takahashi**, President, Government Pension Investment Fund (GPIF)



With ¥150 trillion in assets, Japan's Government Pension Investment Fund (GPIF) is the world's largest pension fund. Necessarily, it takes a long-term view and has a 100-year plan. Looking

toward 2030, the year for achieving the SDGs, the GPIF is grappling with climate-change issues. With investments in 90% of the world's major listed corporations, the fund is deeply entwined with global society. It would not be doing its job properly if it paid out pensions to people while the world around them was in ruins.

Accurately forecasting rises in average temperature is probably no easier than forecasting interest or exchange rates. That is why, as a responsible investor, the GPIF is actively seeking out environment, social and governance (ESG) investments. Working with major index providers, it has created ESG indexes (on themes from low carbon to female empowerment) to invest in. It is also a supporter of Climate Action 100+ (an initiative to reduce corporations' greenhouse-gas emissions) and the TCFD Recommendations on climate-related financial disclosures. Rather than disinvest, the fund wants to work to help companies improve their environmental performance. The GPIF is encouraged by the rise in companies producing integrated reports, offering ESG-themed meetings and focusing on SDG activities.

## Achieving 'Society 5.0' through the SDGs

**Shuzo Sumi**, Vice Chair, Keidanren (Japan Business Federation)

Since 2010, the B20 Engagement Group has been providing policy recommendations to the G20 from a business viewpoint. Attended by around 300 representatives of business federations and chambers of commerce from around the world, this year's B20 Summit was held in Tokyo in March and produced a set of joint recommendations under the title "Society 5.0 for SDGs."

What exactly does that mean? The idea is that society, having already passed through four phases (hunting, agrarian, industrial and information), is now poised to enter a fifth phase where digital transformation, creativity and diversity will be key to solving problems and creating value. The transition to Society 5.0, however, will not be problem-free. Risks range from digital surveillance to automation taking people's jobs.

As trade friction and anti-globalisation sentiment rise and the world becomes less stable and predictable, the SDGs offer a useful lens to help businesses provide solutions to the world's needs. Based on the concept of "Society 5.0 for SDGs," the B20 came up with constructive proposals in

areas as diverse as international rules on trade and e-commerce, and environmental and energy initiatives. Achieving the SDGs will help the business community by making growth sustainable.

## A defining year for the SDGs

**Kaoru Nemoto**, Director, United Nations Information Centre, Tokyo



Kaoru Nemoto, UNIC Tokyo director, was the day's first speaker. She pointed out that while overall awareness of the SDGs remains at under 20%, it is high in the business community and rising fast among students and women. U.N. Secretary-General Antonio Guterres sees 2019 as "the defining year" for the SDGs, with heads of state due to conduct a global stocktaking of the SDGs' first four years at the U.N. in New York this September. Hosting the G20 Summit will enable Japan to take a global leadership role, with this conference an opportunity to share best practices and build partnerships.

## Sustainable growth in an age of climate change

From left

**Taro Tanaka**  
Editor-in-Chief,  
Nikkei ESG

**Satoshi Ikeda**  
Chief Sustainable Finance  
Officer of the Japan Financial  
Services Agency

**Makoto Haraguchi**  
Special Producer for Open  
and Collaborative Innovation,  
MS&AD InterRisk Research  
& Consulting, Inc.

**Takejiro Sueyoshi**  
Special Adviser to UNEP  
Finance Initiative in the Asia  
Pacific region



**Sueyoshi:** There's an urgent need for new technology to tackle climate change. Companies must recognise that they need to adapt right now and Japan must adopt the same ambitious goals that the rest of the world is setting. The creative destruction of our old business models and lifestyles that caused climate change is already underway. Tesla and Dyson building electric-vehicle factories in Shanghai and Singapore, respectively, for example, shows that the old auto-industry business model is collapsing.

Climate risk is now being expressed in monetary terms. With transition risk, businesses can suddenly become unbankable, uninvestable and uninsurable. It's frightening—but it's also an opportunity that companies should try to capture. Banks' money is ultimately ordinary people's money. The job of finance is to serve society and help transform our world.

**Haraguchi:** MS&AD recently redefined its business model as "helping to create a resilient and sustainable society." Overall, increased climate volatility will make life more difficult with more floods and droughts. MS&AD has launched an initiative to forecast flood-frequency changes around the world. Physical weather risks like heavy rains or rising sea levels will lead to business risks like broken supply chains and declining employee health. This in turn can cause production to fall, costs to rise, and the cost of capital to go up.

When bankers lend money, they look not just at the balance sheet and the profit and loss, but also the background of where profits are coming from. Businesses are judged on the sustainability of their portfolios according to frameworks like Task Force on Climate-related Financial Disclosures (TCFD) and Sustainability Accounting Standards Board (SASB). Japanese firms need to stop seeing ESG as a cost and start generating higher profits per ton of CO<sub>2</sub>.

**Ikeda:** I was appointed Chief Sustainable Finance Officer of Japan's Financial Services Agency (FSA) this March. This new role is a direct response to a shift of global rules and principles governing finance toward an increased focus on sustainability. The EU, for example, has an action plan on sustainable finance. It wants to create a system that directs private capital to sustainable investments.

In Japan, we aim for a dialogue-based approach toward sustainable finance and envisage promoting constructive company-investor dialogues. That's why we're establishing the TCFD Consortium of Japan. By joining the consortium, leading Japanese companies and investors can accelerate their learning curve around climate-related financial disclosure. My key message? Companies should continuously monitor the changing external environment, assess the impacts of those changes, and take action accordingly.

The Nikkei SDGs Forum Symposium is supported by:

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# Doing Business in Kansai & Osaka

Friday June 28 2019

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## Japanese heartland in world spotlight

Tourism and tech lift profile of region with an economy bigger than Switzerland's, writes **Robin Harding**

Waiting in the bid room, Japan's trade minister Hiroshige Seko nervously tapped his foot as a crowd of photographers manoeuvred to capture his reaction. Officials muttered into mobile phones, checking their tallies of votes — then the room erupted as the news came through: Osaka had won the right to host the 2025 World Expo.

Japan's second city, heartland of the historic Kansai region, triumphed with 85 votes in November's contest at the Bureau International des Expositions. After repeatedly missing out on the Olympics, only for Tokyo to win the 2020 Games, Osaka's victory was sweet. While world fairs have fallen out of fashion in some countries, the event has enormous resonance in Osaka and Japan: the 1970 Expo in Osaka was one of the best attended, a fondly-remembered symbol of Japan's irresistible rise as an industrial power. Some 55 years later, the city has a chance to do it again.

Winning the Expo only adds to the sense that Osaka and Kansai are on the up. The region, which includes the old imperial capital of Kyoto and the mercantile port of Kobe, has 21m people and a gross domestic product bigger than Switzerland's. But in recent years it has struggled with the decline of its electronics industry and a gradual drift of people and companies to Tokyo.

Both in commerce and in politics, though, the region has found a fresh voice. In April's elections, the regionalist Osaka Ishin party won, capturing the Osaka governorship, mayoralty and a majority in the prefectural assembly. A party that began as a populist rebellion nine years ago is now a local fixture, making Osaka one of the few places in Japan not dominated by prime minister Shinzo Abe's Liberal Democratic party.



Bright lights: downtown Osaka — Tomohiro Ohsumi/Getty Images

“Osaka may have had the image of a poorer city, one that isn't growing as fast as Tokyo. But for the past eight years, the mayor and governor — who used to be all over the place — have been working together,” says Daiki Kawasaki, an Ishin assembly member. “Osaka has changed: we've got the G20, we've got the Expo.” The G20 leaders meet in Osaka on June 28 and 29.

The Ishin party wants to revive the “metropolis plan”. This would merge the 8.8m people of Osaka prefecture with the 2.7m people in Osaka city, creating a single local government like Tokyo's, to reduce duplication and ensure the city speaks with one voice.

The party called a referendum on the plan in 2015 and lost by 49.6 per cent in

favour to 50.4 per cent against. Opinion polls now suggest the public would vote 60:40 in favour. Mr Kawasaki says the goal is to call another referendum before the public mood cools, potentially in autumn next year.

Hideyuki Yokoyama, another assembly member, says clear leadership makes the metropolis plan vital: “For now, we have an Ishin governor and mayor so they can make decisions. If we carry on electing a mixture of candidates, they'll end up fighting.”

Kansai's economy, meanwhile, has enjoyed the past six years of growth under Mr Abe, with employment, investment and profits improving before a slight slowdown this year.

“The biggest difference between



Winning the 2025 World Expo adds to the sense that Osaka and Kansai are on the up

Kansai and the rest of Japan is the high concentration on exports of electrical machinery — more than a 10 percentage point difference,” says Yasuhiro Yamada, Osaka branch manager of the Bank of Japan.

Many of those exports are machinery, semiconductors and high-end components to feed China's factories. As a result, Kansai has been hit harder than the rest of Japan by the US-China trade war, and China's economic slowdown.

Sanyo Accuracy is a small Osaka manufacturer with roughly 10 factory staff that makes components for robots, jet engines and sports cars. Life is tough at the bottom of the manufacturing food chain and the company depends on the health of bigger players in the region.

“Until November last year there was a steady increase in demand for robotic parts but it's fallen off sharply,” says Yoshinori Mito, the veteran factory manager. With the decline of local electrical giants such as Panasonic and Sharp, many similar companies have quit and sold their land for housing, but Sanyo Accuracy continues to plough money into new machinery.

“We have lots of our own technology so we want to keep going,” says Mr Mito. One trend, he says, is for Osaka companies to seek orders from Tokyo to diversify beyond the Kansai supply chain.

Kansai's strength in the electrical sector is offset by its weakness in the auto industry, Japan's other mainstay, but that is also an opportunity. If the country's carmakers suffer in the transition to electric vehicles, Kansai will be one region that does relatively well.

“Kansai's manufacturers depend on Chinese demand. It is natural to expect Kansai's economy will be affected by the trade frictions — but there is demand for the high quality items produced in the area, while consumption by tourists is robust,” says Mr Yamada.

That tourism boom is the biggest recent structural change to the Kansai economy. With the historic sites of Kyoto and the neon lights of Osaka a short train ride apart, the region is now a powerful draw for the new middle-class of China and south-east Asia.

In the past three years, the annual number of foreign arrivals at Kansai International Airport is up by 2.6m to 7.6m, and the number of international flights has risen by 300 a week. Growth in hotel rooms and duty-free spending is ahead of the national average, building a new pillar for the regional economy.

The Expo is another chance to attract tourists and Osaka is trying to win Japan's first casino resort. Casinos are a mixed blessing for any city, but the prospect of high-rolling Chinese gamblers makes it an irresistible money-spinner.

Meanwhile, the high-tech industry in Kyoto is buzzing and Kobe is diversifying its economy into pharmaceuticals and other different sectors. Tokyo's shadow may be long, but Kansai is making a comeback.

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City invests billions to draw in tourists with Expo and casino

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Why sporting passion is central to the region's identity

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How the low-lying city is building its resilience against disaster after Typhoon Jebi

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## Kobe evolves from trading hub into tech powerhouse

### Regeneration

An island of innovation in Kansai's port city sets an example for the rest of Japan, writes **Leo Lewis**

On January 16 1995 the city of Kobe was Japan's most important port: a vibrant nexus of global trade, the gateway to the all-powerful industrial economy of the Kansai region and one of the busiest shipping hubs in the world.

A day later, the city was shattered by the Great Hanshin earthquake. Thousands of lives were lost and a local economy left in tatters. The rebuilding in the years that followed was extensive and enthusiastic, but the fundamental damage was done. As a port, Kobe has never regained its number one status.

Instead it has staged an arguably more globally significant recovery as something else: a biomedical, computing and technology cluster that borrows its collaborative ethos from Silicon Valley and draws heavily on the commercial and entrepreneurial history of Kobe. This evolution is unique within Japan where the value of experimental, cluster-style tech communities has been slow to take off.

The Kobe city authorities, more forward-thinking than some, are its loudest and most active cheerleaders. Built on a large, artificial slab in the bay after the earthquake, the cluster has been integral to the city's renewal. With several hospitals, two universities, an out-

post of one of Japan's most famous scientific research institutes (Riken) and 350 companies crowded on to a single reclaimed island, where else would you find organ regeneration start-ups jostling for limited space with the world's most powerful supercomputer?

Kobe Port Island's uniqueness is unlikely to last, say scientists and venture investors involved in its development. The 20-year gestation of the tech cluster has provided quake-prone Japan with a model for how government, business and academia should approach post-disaster economic recovery in other parts of the country that have the misfortune to be struck.

“Kobe has done something that nowhere else in Japan has been able to do so well, which is to create a whole ecosystem,” says Shungo Adachi, the chief operating officer of Myoridge, a company that produces stem-cell based testing materials for drug developers. “Lots of parts of Japan are strong in technology but it is really important to collaborate for the best results.”

Efforts to foster collaboration include Port Island meetings, held every two months for the island's researchers and businesses to meet for discussions and to share ideas.

‘Kobe has done something that nowhere in Japan has been able to do so well — create a whole ecosystem’



New beginnings: Kobe's skyline, at the port — Alamy

The stem cell research at the centre of Mr Adachi's company was originally developed in the Kansai tech centre of Kyoto, but Myoridge moved to Kobe after the German pharmaceutical company Bayer spotted what was happening in the cluster and set up the CoLaborator in 2018 — a shared laboratory and office space for fledgling life science companies.

The investment of companies such as Bayer, along with the presence on the island of the Institute of Biomedical Research and Innovation (IBRI), and the Riken Center for Biosystems Dynamics Research (BDR), is vital but the main reason for Kobe's success is the entrepreneurial outlook of the city's authorities.

“Because of its history as a port, as a place where there was a lot of trade, Kobe has realised things that the rest of Japan has taken longer to see,” says Mr Adachi. “Normally, local governments are not flexible, but Kobe's approach to biomedical research has been that of a business. It wants to be an incubator.”

Others involved in the development of Port Island's biomedical cluster say the concentration of hospitals and research laboratories has helped. As well as leading a research team on organ regeneration at the Riken institute,

Takashi Tsuji is the director of Organ Technologies — a Kobe-based company specialising in the regeneration of “quality of life” organs such as hair follicles and teeth.

Dr Tsuji is aware of the commercial potential of this research in a country where a quarter of the population is over 65. He says one of the still untapped resources of Port Island is the adjoining airport that will shortly accept international flights. “With eight hospitals and Japan's biggest biomedical cluster in one place, medical tourism is going to be very big in the future,” he says.

The most striking symbol of Kobe's recovery as a tech powerhouse, however, is still being prepared. After years of Japan falling behind the US and China in the rankings of the world's most powerful supercomputers, Port City will in 2021 be the home of Fugaku — a machine designed with UK company Arm to beat all records for the fastest computing speed.

Satoshi Matsuoka, the head of the Riken Center for Computational Science, says Fugaku will be pressed into work on areas that require massive processing power: pharmaceutical discovery, advanced manufacturing, climate change and, perhaps most appropriately, disaster prevention.

## Sharp sees Foxconn as ‘ticket to becoming global’

### Strategy

Japanese electronics stalwart is looking abroad under new owner, says **Kana Inagaki**

Nearly three years since Foxconn's \$5.5bn takeover of the struggling Apple display supplier Sharp, the landscape for the once-mighty Japanese electronics industry has changed dramatically.

What was then a watershed moment for Japan — which long-resisted foreign takeovers of its flagship companies — is now closer to the norm for former electronics leaders. Since the 2016 sale of Sharp, Toshiba's prized memory chip business was last year sold to US private equity group Bain Capital for \$18bn.

Rival screenmaker Japan Display, owned by the same Japanese government-backed fund that competed with Taiwan's Foxconn to buy Sharp, is staking its survival on an investment from a Chinese-Taiwanese consortium.

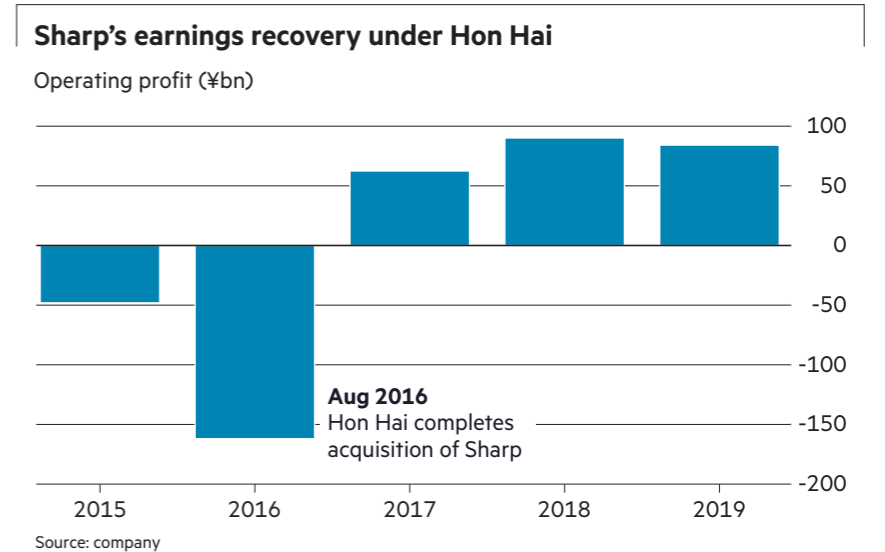
Still analysts say attempts by Foxconn, listed as Hon Hai Precision Industry, to revive Sharp, the 107-year-old Osaka-based conglomerate, represent a test case for Japanese businesses seeking global expansion and diversity beyond a shrinking home market.

“We have always wanted to become a global company but it was very difficult,” says Tomoki Tamura, head of Sharp's small appliance business unit. “Being part of Hon Hai was the fast ticket to becoming global.”

The company's financial health has improved since the acquisition. “Sharp is a stronger company today than it was three years ago,” Foxconn says. Before the takeover it reported an annual net loss of ¥256bn (\$2.4bn), but it has now been profitable for 10 consecutive quarters. It plans to re-establish its position in the US and recently bought back the licence to sell its television there.

Once derided by its Taiwanese owner as having the mindset of a “rich family boy”, the Japanese group embarked on

Continued on page 3



## Doing Business in Kansai &amp; Osaka

## Osaka dreams big with Expo and casino plans

**Tourism**  
City hopes reclaimed island project will become a tourist mecca, writes *Robin Harding*

It is nothing but a mound of construction waste, dumped into Osaka Bay, levelled off and connected to the mainland with a bridge. Yet this undistinguished scrap of artificial land is about to become the biggest tourist attraction — and real estate bet — in Kansai.

Yumeshima, which translates as “Dream Island”, is not only the site of the 2025 World Expo but a candidate to host Japan’s first casino resort. The total investment by government and business is ¥280bn (\$2.6bn) for the Expo and many billions more if Osaka wins its bid for a casino.

The plans for the 390-hectare island will add two more magnets pulling foreign visitors to a city and region already enjoying an unprecedented tourism boom — as is Japan overall — partly due to an easing of visa restrictions for Chinese tourists. In 2012 the number of foreign visitors landing at Kansai International Airport was 1.8m; by 2018 that had jumped to 7.6m.

Osaka is already well-loved for its cuisine and welcoming citizens, but if all goes to plan it will become one of the biggest tourist draws in East Asia.

The theme of the Expo is “designing future society”, with a focus on health and sustainability, reflecting Osaka’s effort to develop new industries in medical tourism and green energy. An opportunity for countries to showcase ideas and innovation, Expos take place every five years and Osaka’s will run from May to November 2025. It is targeting 28m visitors — roughly a quarter of the population of Japan.

Building on artificial islands is not straightforward: there are weight limits, especially to the sides. So the Expo will sit on 155 hectares in the south of the island, including a large lake, while the casino resort would occupy 70 hectares in the north. Architectural practices



have proposed a range of exotic designs, although nothing is settled yet.

The ¥280bn investment will cover the construction and operations of the Expo. The ¥125bn cost of building the site will be split three ways between central government, local government and the private sector. An estimated ¥82bn of running costs will come from ticket sales.

At the same time, Osaka authorities are on the hook for another ¥73bn in infrastructure costs, including a subway station. The Expo is expected to generate ¥2tn in economic activity, according to local government projections.

Proposals for an “integrated resort” — a Las Vegas-style facility combining a casino with thousands of hotel rooms and a conference centre — are less advanced. Prime minister Shinzo Abe rammed a law through parliament in

2016 to legalise casino gambling but the national government is still working out the regulatory process.

A person close to the negotiations says it is unclear whether there will be two rounds of bids for casino licences — which would favour Osaka, since it is furthest advanced with its plans — or whether the government will delay and allocate all licences in a single bidding round. Osaka wants to have a resort ready in time for the Expo but time is already tight.

Big international gaming companies from Las Vegas and Macau are manoeuvring and forming alliances with Japanese cities to bid for licences. Osaka’s large population, infrastructure and local political support make it one of the most attractive potential hosts.

“Osaka has lots of merits for an integrated resort but the political

**All in: one of the proposed designs for the casino resort in Osaka Bay** — Kansai Association of Corporate Executives

environment is a big one,” says Daiki Kawasaki, a member of the prefectural assembly for the Osaka Ishin party. As casinos tend to be controversial, he says the support of the mayor, the governor and the assembly will boost Osaka’s appeal for casino operators.

The economic potential of high-spending gamblers makes a casino an attractive proposition. Yoshiyuki Yamaya, chief executive of Kansai International Airport, says that while tourists “mainly fill economy seats,” the customers of an integrated resort are more valuable because they are likely to pay for higher levels of service.

The local government estimates that the upfront investment could reach ¥930bn for a resort with 1m sq m of space, 3,000 hotel rooms and the biggest meeting halls in Asia.

Projections suggest the resort could generate ¥380bn a year in gaming revenue.

Completing the Expo and casino resort will build on Osaka’s existing tourist attractions. Also in the bay, near Yumeshima, is Universal Studios Japan, popular with Asian tourists. A subway will take visitors to Osaka’s thrumming nightlife areas of Namba and Umeda.

The former imperial capitals of Kyoto and Nara, where many ancient shrines and temples still survive, are only an hour’s train ride further away. As the number of tourists grows, local officials hope they will start to visit the more remote and rural parts of the region, such as Fukui and Wakayama.

Tokyo may be Japan’s business capital but for tourism at least, Kansai has set its sights on becoming the country’s prime destination.

**8.8m**  
Population of Osaka prefecture today

**7.3m**  
Projected population in 2045

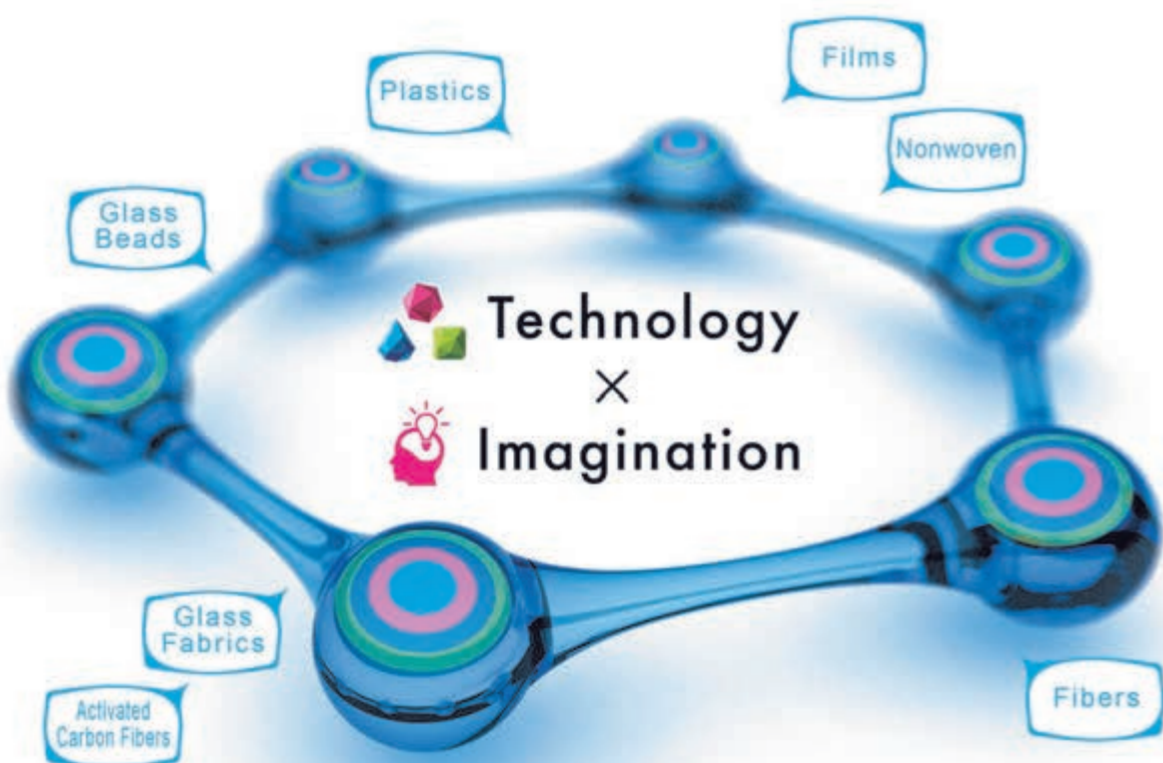
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## Shima Seiki pins hope of fashion revolution on knitting machine

**Manufacturing Kansai-based tech offers answer to clothes wastage and labour shortages,** writes *Leo Lewis*



Seamless operation: a jumper made with one single thread — Tomohiro Osumi/Bloomberg

In the middle of last year, just as the world’s biggest clothing retailers were beginning their annual barrage of pre-autumn knitwear advertising, the Japanese fashion retailer Uniqlo took its campaign in an unexpected direction.

With a flourish of nerdishness, Uniqlo released a commercial about the groundbreaking industrial process behind its new seamless knit-dress collection. This was new territory for apparel-makers, who are more often at pains to downplay how their products are made. In a hat-tip to one of Japan’s lesser-known engineering marvels, the closing shot lingered on the MACH2XS Wholegarment knitting machine that makes the clothes.

The advert was quirky and eye-catching, but the campaign was more than a gimmick. The machine, made by the Kansai-based precision engineering company Shima Seiki, is at the heart of what both the company, and a handful of key customers such as Uniqlo and a number of large Chinese outsourcers, view as a genuine manufacturing revolution. It is also seen as part of the answer to the problem of waste in the garment industry — a special abhorrence in the parsimonious Kansai region, according to Shima Seiki’s president, Mitsuhiro Shima.

Just as the development and refinement of 3D printing machines is seen by some as the precursor of big changes in manufacturing and distribution, the idea of “3D knitwear” pioneered by Shima Seiki also carries the potential to shift the geography of the clothing industry, allow for more factory automation and accelerate the cycles for new design.

The machine produces an entire garment — including the arms, collars and other parts that would normally be produced separately and sewn on — on a single machine using a single thread. By streamlining production so aggressively, say its makers, the Wholegarment machine addresses two of the biggest challenges for manufacturers: waste of material and, particularly in Japan, the shrinkage of the labour force due

to the country’s declining population.

For Uniqlo, which has embraced the machine’s potential and has spent the past three years building an army of them, the Wholegarment technology, when combined with greater volume and accuracy of customer data, offers the prospect of customisation. Mass-market garments such as dresses and suits will theoretically be produced to the exact size of the end customer.

“Uniqlo has been putting a lot of effort into building a new production system based on the latest manufacturing technology for knitwear, while at the same time achieving joint product development with Shima Seiki,” says Shuichi Nakajima, group officer for production at Uniqlo’s parent company, the Japanese fashion group Fast Retailing. He says Uniqlo’s collaboration with Shima Seiki and their machine was part of a broader quest to improve quality and design in supply chain processes.

Shima Seiki began developing its Wholegarment machines in 1995 and has continued perfecting them ever since: in the financial year to March 31 2019, the company sold 1,521 machines worldwide. Liu Jingyuan, an analyst at



Shima Seiki employees in Wakayama

Goldman Sachs who follows sales of Wholegarment in Asia, forecasts that annual sales will be roughly double that in the financial year ending March 2021. The main bottleneck, argues Mr Liu, will be parts shortages rather than final demand.

Supply capacity shortages, technical issues and staff training are areas that Shima Seiki will need to address in the near term, Mr Liu advised in a recent note to investors, adding that China’s apparel industry is facing challenges regarding labour shortages, high costs and environmental protection. “We believe Wholegarment machines offer solutions to these,” he said.

Shima Seiki’s machine — which others have tried and failed to mimic — is in the company’s factory in Kansai’s textile heartland of Wakayama, just south of Osaka. Inside the factory, engineers point to one of the world’s most sophisticated glove-making machines, a device that produces an entire knitted glove in a few minutes from a single piece of yarn, significantly reducing waste. From that arose the idea of making larger, seamless garments the same way.

That conceptual leap, explains Mr Shima, was the key. Companies such as Uniqlo, H&M and Zara have pushed the boundaries of fast fashion and cheap mass production of high-end clothing. Over the past 20 years, the volume of delivered products has doubled, while unit prices have more than halved. The benefit of this, says Mr Shima, whose company also produces conventional fabric-making machines, is that people can buy cheap clothing.

The downside is that about 20 to 30 per cent of fabric sold in solid colours goes to waste in the manufacturing process, he says. “For fabric with a pattern, the waste level is up to 50 per cent. About 30m tons of yarn — or 30 per cent of the annual total — is thrown away.”

## Doing Business in Kansai &amp; Osaka

## Ancient Kyoto eyes bright future as start-up hub

## Technology

A centre of innovation, the historic capital is attracting tech companies and foreign recruits, says *Kana Inagaki*

Within a short ride of Kyoto University, famed for producing 10 Nobel laureates, lies a minimalist century-old *machiya*. Tucked between an Italian restaurant and a sportswear shop, the wooden townhouse has preserved its beautiful traditional appearance.

Inside, the *machiya* has a new face. Remodelled last year, it was converted into a modern workspace for data scientists and engineers at Sansan, a Japanese start-up offering a cloud-based system to scan and manage business cards into a digital contact database.

"Kyoto is steeped in *monozukuri* (art of manufacturing) culture," says Satoru Joraku, an executive who heads Sansan's data strategy and operation centre. "For

those who want to come and work in Japan, Kyoto's branding is strong. So we wanted to create an office that was as distinctive as Kyoto itself."

The ancient capital of Kyoto is one of Japan's top tourist destinations, with shrines, temples and universities dotting the area. While cherishing its roots as the emperor's home from 794 to 1869, the city has always prided itself as the centre of Japanese innovation. It houses many of Japan's best-known technology brands including games maker Nintendo, Apple supplier Nidec and medical equipment maker Omron.

In the past two years a new wave of Japanese technology start-ups have set up shop in Kyoto, looking to attract employees as they grapple with an increasingly tight labour market. Along with Sansan, other businesses have opened offices in the area, including Line, the New York-listed Japanese messaging app, fintech start-up Money Forward and Livesense, which operates online job information websites.

"There are so many top universities in this area," Takeshi Idezawa, Line chief

executive, told reporters when the company opened its Kyoto office last year.

"Kyoto is also very popular with overseas engineers," Mr Idezawa said at the time, noting that of the 1,000 applications Line received for its Kyoto opening, 80 per cent came from outside Japan. Line's Kyoto office has 23 employees, half from abroad.

Experts point to the unique traits of Japan's eighth-largest city as providing

'This city is known for rebelling against the establishment . . . it is open to accepting new ideas'

an ideal environment to cultivate young workers and companies.

"This city is known for rebelling against the establishment and it has a strong sense of identity so it is open to accepting new ideas," says Teruo Usami, a professor emeritus at Kyoto University of Advanced Science.

However, the city's enduring popularity has brought an increasingly competitive office market. In Sansan's case, the company originally used a shared office space in Kyoto to accommodate an employee who could not leave the area for family reasons.

When it decided to create its own office space to hire engineers in the Kansai region, it took more than a year to find a *machiya* that had not been torn down to build a new hotel.

Once the right wooden townhouse was found, the company took care to retain the historical architecture. While it renovated the kitchen space into a workspace for engineers with desks for large computer screens and laptops, the tatami mats, the entrance space with bamboos and a Japanese traditional garden were left mostly untouched.

Including the initial renovation costs, the new office ended up being 10 times more expensive than its shared office space, but Sansan claims it has been worth it. Sansan has about 480 employees, although only three work at its Kyoto office.

## Sharp sees Foxconn as 'ticket to global growth'

*Continued from page 1*

an aggressive campaign to cut spending, reassessing the cost of everything from components, property rents to even brochures. It saved procurement and production costs by joining the Foxconn group, the world's largest contract manufacturer of electronics and the main supplier for Apple's iPhones.

"Sharp has become an entirely different company. There is now financial discipline to generate profits," says Masahiro Ono, an analyst at Morgan Stanley MUF Securities.

With Foxconn came a new corporate culture for Sharp. Monthly meetings for all section chiefs were replaced with frequent video conferences where decisions were made by Tai Jeng-wu, the new chief executive appointed by Foxconn to revamp Sharp.

"We are constantly being told by Mr Tai that we're just too slow," Mr Tamura says. "There is massive pressure to create products that measure up to our brand value."

Mr Tai initially signed off on all company expenses above \$28,000 — a threshold that has risen to \$925,000, highlighting Foxconn's improved confidence in Sharp's financial discipline.

Home appliances that were jointly created with Foxconn have a 15 per cent lower cost base and a shorter development phase. Historical business ties with Japanese suppliers were cut as Sharp moved production to China and used cheaper local suppliers.

While analysts welcomed the financial scrutiny, many managers at Sharp left as they lost faith in the company's growth strategy.

"There was a sense of stagnation," says Eisuke Gouda, a former employee

'Sharp has become a different company. There is now financial discipline to generate profits'

of Sharp's now spun off life science division, who left a year after the Foxconn acquisition.

"Beyond the cost-cutting, the future vision was not there. Without sufficient talent or products, the company continued to struggle," adds Mr Gouda, who moved to Nichiden, a trading house.

Shares in Sharp hit a high of ¥5,040 in April 2017, but have dropped to below ¥1,000 in the wake of concerns about the US-China trade war and Foxconn's weakening performance.

Rivals such as Sony and Panasonic shifted away from the languishing consumer electronics market to focus on businesses that generate recurring profits, but Sharp remains exposed. It makes smartphone displays, camera modules and home appliances, and a quarter of its sales are dependent on Apple, whose iPhones are in less demand than before. The company has warned it will probably fall short of its 2019-20 operating profit target, set two years ago, by 33 per cent.

"While Mr Tai says Sharp will focus on 8K (ultra-high definition technology) and artificial intelligence, there is a possibility that the group will be dismantled if there is no growth," Mr Ono says.

Showing off a cooking pot and vacuum cleaner that are connected to the internet, Mr Tamura admits Sharp has yet to release a product that will drive future profits. "We are just on our way from revival to growth," he says.

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## Kansai's love of sport drives 'real' heart of Japan mindset

Sport Region's passion for baseball and football is entwined with its identity, reports *Leo Lewis*

In March 2009, a team of workers building a footbridge over the Dotonbori River in central Osaka heaved a priceless treasure from its muddy depths: the head and torso of a long-lost statue. A day later, they found the legs and one of the two hands.

The reassembled prize was corroded but unmistakable: a life-size cheap plastic statue of KFC founder and mascot Colonel Sanders that had been missing ever since it was stolen from outside a branch of the fast-food chain, hurled into the river by baseball fans in a moment of post-match jubilation in 1985. For Osaka, and for millions of supporters of its beloved Hanshin Tigers baseball team, the rediscovery was a moment of epiphany: the curse of the Colonel had finally been lifted.

It is a measure of how seriously Kansai — and Osaka in particular — take sport that finding the statue was such show-stopping news. Its disappearance coincided with the start of a 20-year streak of poor performance by the Tigers. The dismal run for the team, which has never broken free of perennial underdog status despite its huge support from fans, revived an adage that the Kansai economy would rise and fall with the success of the Hanshin Tigers.

Support for the Tigers is the most

widespread and fanatical in Japan, but the J-League football teams of Osaka and Kobe also have an enthusiastic following. As the industrial engine-room of Japan, Shinji Ueda, a professor of sports management at Osaka Seikei University, says that passion is closely entwined with the region's idea of itself as the "real" heart of Japan. Osaka's arch rival, Tokyo, may be hosting the Olympics in 2020 but Kansai knows that even as the torch burns over the Japanese capital, the authentic home of Japanese sport will be 400km to the west.

This mindset arises, he says, from the economic history of Kansai. Just as the industrial cities of Manchester, Turin and Munich and their large fan-bases are closely bound with the history of European professional sport, the popularity of Kansai's teams has similar roots. Japan's professional sports grew from teams that were once part of large corporations: Hanshin is among those that emerged from railway companies.

Also critical, says Prof Ueda, has been the extraordinary concentration in Kansai of sports equipment manufacturers — many of them once small local names in shoemaking, rubber, engineering or textiles that have become internationally recognised brands such as Mizuno, Shimano and Descente.



**Eyes on the ball: Takashi Toritani, Hanshin Tigers**  
—Kyodo News/Getty Images

"The growth of Kansai's sports equipment companies, particularly after the second world war, re-enforced the region's image as the place in Japan that was most serious about sport," says Prof Ueda. "It also created a concentration of companies that were involved from an early stage in the business of sport, seeing it as an industry in its own right."

Arguably the most famous of Kansai's global sports brands is Asics, the running shoe specialist based in Kobe. This was the company whose Onitsuka Tiger shoes so impressed Phil Knight, the founder of rival Nike, when he was visiting Japan as a young man in the 1960s that he begged to become their distributor in the US.

"The history of Kansai as the centre of industry and commerce in Japan was very important to the way that the company grew over time," Motoi Oyama, Asics president, said in April. "Sport is borderless; top athletes seek out the best and most functional equipment and we understood that best here."

More recently, the major cities of Kansai have decided to formalise the region's close links between industry and sport with the foundation in 2017 of Sports Hub Kansai, a virtual platform jointly created by several of the region's chambers of commerce with the idea of

'Sport is borderless; top athletes seek out the best and most functional equipment'  
**Motoi Oyama, Asics**

coalescing businesses that specialise in the sports industry. More than 500 companies — many from outside Kansai — are registered as part of a network that sets up business matching events three times a year and helps arrange experimental research opportunities with local teams.

Even before the platform was formed, other Kansai-born entrepreneurs had spotted the powerful potential of sport and industry. Hiroshi Mikitani, a native of Kobe and the founder of Rakuten, Japan's biggest online retailer, began putting his own money into his local football team Vissel Kobe when it was struggling financially in the early 2000s. His company later bought the team as Mr Mikitani wove it into a wider global strategy that links the Rakuten brand with top-flight sport around the world: as sponsors of the Golden State Warriors basketball team in the US and of Barcelona football club in Spain.

In 2018, with a flourish that once again sought to underline Kansai's sporting reputation, Vissel Kobe signed the Barcelona superstar Andrés Iniesta: a theoretically brilliant move that has dramatically increased the fan-base but so far has not, in the grand Hanshin Tigers tradition, lifted performance.

## Osaka bolsters flood defences as threat rises

## Infrastructure

Recent disasters highlighted the low-lying city's increasing vulnerability, reports *Robin Harding*

Typhoon Jebi made landfall on September 4 2018. Roaring in from the Pacific, the vast tropical storm tore at streets and homes, setting wind speed records at weather stations across the Kansai region.

As the storm passed and video footage filtered in, TV viewers were transfixed by scenes of chaos at Kansai International Airport, which sits on an artificial island in Osaka Bay. An oil tanker, adrift, had slammed into the bridge that connects the airport to the mainland, stranding passengers and staff in the terminals. Waves burst over the sea walls and flooded the runway.

Earthquakes are most feared among the many natural disasters that stalk Japan, but the widespread disruption from Typhoon Jebi was a reminder that Osaka is acutely vulnerable to floods, which can strike from almost any direc-

tion. Reducing that vulnerability is a top priority for both government and business.

11 people died across the region and about 700 were injured as a result of the typhoon. The airport was closed for more than a fortnight, causing a measurable hit to both the Kansai and national economies, knocking out a vital export route for semiconductors and other high-value items.

Jebi was a wind typhoon that caused a storm surge up Osaka Bay. Built on flat lowlands, Osaka is at risk from three kinds of flood. "A rain typhoon causes different problems," says Yoshiaki Kawata, a professor of safety science at Kansai University. In this second kind of flood, the storm dumps heavy rain inland, which quickly enters the many waterways flowing through the city. Heavy rain in western Japan in July last year led to severe flooding and a death toll in the hundreds. The third variety is a tsunami caused by a large offshore earthquake. It is a hard city to protect.

Prof Kawata has been involved in work for the land ministry reassessing the risks to Osaka using modern computer simulations. The results suggest there is much work to do.

"In Osaka Bay, the design height of the



**The flooded runway at Kansai airport**

flood defences is based on the water level at low tide, plus 2.2 metres to allow for spring high tide and 3 metres for a storm surge," he says.

But he adds that "due to global warming, we have to change the storm surge model," and says revisions must account for the possibility of extreme low pressure associated with storms.

"We also recommended considering a

different storm trajectory. Add in 20cm of sea level rise by 2100 and the storm surge height changes to 3.8 metres."

Countering such disasters will mean redesigning Osaka's existing dykes and flood gates. Defences on the Yodo River, which runs through the city, are built to combat a one in 200-year flood. Following a 2015 change in the law, municipalities have started to consider one in 1,000-year scenarios.

Prof Kawata argues that complete defence against flooding is impossible and Kansai needs a change of approach. "Traditionally, the Japanese government proposed to reduce flood risk across a total area, not at particular points. This situation is now impossible," he says. The bigger the dyke, the more vulnerable it is to liquefaction in an earthquake; the heavier the flood gate, the more likely an earthquake will jam it.

What is possible is to protect critical infrastructure with spot defences. If surface inundation can be kept to a certain depth, for example, then pumps and barriers will keep the subway system from flooding. With population decline, Prof Kawata says there is also space for residents of Osaka's suburbs to move into the centre of

Osaka where the land is higher and the flood risk is lower.

Yoshiyuki Yamaya, chief executive of Kansai International Airport, agrees that it is impossible to protect against all floods. A giant seawall all around his artificial island would get in the way of aeroplanes trying to land and take off. "That makes an uneconomic airport," he says.

In the wake of last year's typhoon, for which it was poorly prepared, the company has a new business continuity plan. "The concept is first to prevent disasters, second to reduce damage during disasters and third to recover quickly," Mr Yamaya says.

Part of that will involve improved flood defences — in particular, measures to ensure that water cannot enter the airport's underground electrical installations, which caused some of the worst damage last year. "We're considering a set of countermeasures where the national government would contribute 50 per cent of the cost," he says.

A big part of Kansai's pitch to the foreign tourists who now throng the streets of Kyoto and Osaka is their safety. For long-term residents, however, the chances are that some day they are going to get their feet wet.



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