



Why Benin is banking on the humble T-shirt

BIG READ, PAGE 15

Harris needs to put herself in the spotlight

EDWARD LUCE, PAGE 17

Brussels probe into breach of digital rules adds to pressure on Telegram

◆ App user numbers in doubt ◆ French investigate alleged criminality ◆ Founder Durov 'hiding nothing'

HENRY FOY, ALICE HANCOCK AND PAOLA TAMMA — BRUSSELS
ADRIENNE KLASA — PARIS

Brussels is investigating whether Telegram breached EU digital rules by failing to provide accurate user numbers, as officials push to bring the messaging app under stricter supervision.

EU legal and data experts suspect that the app has understated its presence in the bloc to stay under the 45mn-user threshold for large online platforms that triggers a swath of Brussels regulations designed to check their influence.

The EU probe comes alongside a wide-ranging French investigation into alleged criminal activity on Telegram that led to the arrest on Saturday of its founder, Russia-born billionaire Pavel Durov. A magistrate was due last night to decide whether to charge or release him. Telegram has said Durov, who is now a French-Emirati citizen, has "nothing to hide".

The company said in February it had 41mn users in the EU. Under the bloc's Digital Services Act, Telegram was supposed to provide an updated number this month but did not, declaring only that it had "significantly fewer than 45mn average monthly active recipients in the EU".

The failure to provide the new data puts Telegram in breach of the DSA, two EU officials said, adding that it was likely the EU's probe would find the true number was above the threshold for "very large online platforms". The designation brings greater obligations for compliance and content moderation, third-party auditing and mandatory data-sharing with the commission.

Telegram has exploded in popularity in recent years, offering encrypted messaging services as well as groups and broadcasting channels used by global leaders. It claims to be nearing 1bn users. Durov told the Financial Times this year that Telegram's user base was "roughly proportionate to the population of each market [or] continent", with the exception of China.

Telegram did not respond to requests for comment on the EU's probe.

The commission's Joint Research Cen-



Pavel Durov in San Francisco 2015. The Russia-born billionaire is now a French-Emirati citizen
Steve Jennings/Getty Images for TechCrunch

Strategy backfires

Pavel Durov was relaxed over new laws targeting harmful content as he spoke to the FT this year, saying: "We don't expect significant challenges." That calculation has backfired spectacularly. **Hands off, Page 6**

tre — the EU's in-house data and science service — is conducting a technical investigation to determine Telegram's number of EU users, officials briefed on the probe told the FT, alongside talks with the app about its own calculations.

"We have a way through our own systems and calculations to determine how accurate the user data is," said Thomas Regnier, commission spokesperson for digital issues. "And if we think that they haven't been providing accurate user data, we can unilaterally designate them [as a very large platform] on the basis of our own investigation."

The DSA rules for very big platforms came into effect a year ago, forcing the biggest online groups, including Instagram, Google and TikTok, to hire thousands of people to work on compliance.

The rules — which include banning the targeting of ads to users based on religion, gender or sexual preference; mechanisms that force platforms to disclose steps being taken to tackle misinformation or propaganda; and new protections for minors — have prompted legal challenges from some platforms.

Durov has built ties in France since leaving Russia in 2014, allegedly fleeing

after refusing to comply with demands for access to Ukrainian user data. He was granted citizenship in 2021.

French President Emmanuel Macron had lunch with Durov in 2018, according to a person with knowledge of the situation. "Macron meets CEOs and entrepreneurs all the time to discuss business and investment, so it was in that context," the person said, adding that the head of state and Durov had met "one or two times" but not in recent years. The lunch was first reported by the Wall Street Journal.

Additional reporting by Hannah Murphy

Briefing

◆ Geneva-based executives jailed over 1MDB fraud

A Swiss court has sentenced two former PetroSaudi executives to long jail terms for their role in the collapse of Malaysia's sovereign fund 1MDB, in one of the biggest ever frauds. The pair were guilty of embezzling \$1.8bn. — PAGE 5

◆ Ukraine wins \$11bn boost

Kyiv has secured relief of \$11bn on more than \$20bn of debt from private international bondholders, boosting its race to finance an intensifying war effort against Russia. — REPORT & ANALYSIS, PAGE 2

◆ Klarna weighs shake-up

The Swedish fintech's board is weighing the removal of an ally of one of the group's co-founders in what would be its second big upheaval as a blockbuster listing approaches. — PAGE 6; LEX, PAGE 18

◆ Fears for Red Sea oil spill

The risk of an oil spill in the Red Sea after Yemen's Houthi rebels set fire to Sounion, a Greek-owned tanker carrying 1mn barrels of crude, is causing growing concern to the UN maritime body. — PAGE 4

◆ Lego pays up to go green

The largest toymaker is paying 60 per cent more for plastic resin made mostly from renewable or recycled material as it strives to become fossil-free, a move funded by its rising profitability. — PAGE 5

◆ Buyout firms at NFL door

The National Football League has approved changes to its ownership policies that will allow the private equity industry to invest in teams, opening the US league to buyout firms for the first time. — PAGE 6

◆ Berlin looks at migration

Olaf Scholz has proposed talks with Germany's main opposition party and regional leaders on toughening immigration policy after a terrorist attack on Friday that killed three people. — PAGE 2

◆ Bond fever grips market

Investors are pouring cash into US government bond exchange traded funds as fever spreads through the market before an expected rate cut in September. — REPORT & CHINA BUBBLE, PAGE 8



Pharma groups direct fire at harder-to-treat cancers

Analysis | PAGE 7

Austria	€4.60	Malta	€4.20
Bahrain	Dh19	Morocco	Dh50
Belgium	€4.60	Netherlands	€4.50
Croatia	€4.50	Oman	OR1.60
Cyprus	€4.30	Pakistan	Rupee350
Czech Rep	Kc130	Poland	Zl 26
Denmark	Dkr47	Portugal	€4.30
Egypt	E£100	Serbia	NewD550
France	€4.60	Slovenia	€4.30
Germany	€4.60	Spain	€4.30
Greece	€4.30	Switzerland	Sfr6.80
Hungary	Ft1480	Tunisia	Din7.50
India	Rup220	Turkey	TL150
Italy	€4.30	UAE	Dh25
Luxembourg	€4.60		

Subscribe in print and online

www.ft.com/subscribe today
email: fte.subs@ft.com
Tel: +44 20 7775 6000
Fax: +44 20 7873 3428

© THE FINANCIAL TIMES LTD 2024
No: 41,724 ★

Printed in London, Liverpool, Glasgow, Dublin, Frankfurt, Milan, Madrid, New York, Chicago, San Francisco, Tokyo, Hong Kong, Singapore, Seoul, Dubai



Buffett's Berkshire joins the \$1tn club as only member from outside Big Tech

ERIC PLATT — NEW YORK

Warren Buffett's Berkshire Hathaway yesterday became the first US company outside the tech sector to pass a \$1tn market valuation, joining a club dominated by Apple and Microsoft.

A small advance in the share price pushed the group past the \$1tn mark in the morning, before the price fell back later in the day.

The sprawling conglomerate has been engineered by Buffett over the past six decades into a force touching almost every corner of the US economy. Its rail cars run on more than 32,000 miles of track across the country, it owns a parts manufacturer for Boeing and it runs one of the biggest US motor insurers.

Buffett, who turns 94 tomorrow, has spent the year selling stocks — including half the stake in Apple that generated a

mammoth trading profit for Berkshire — and holding the proceeds as cash and short-term Treasuries.

Shareholders have rewarded Berkshire, pushing its valuation up more than \$200bn this year. Its class A common stock is up nearly 30 per cent since the start of January, outpacing the broader S&P 500. The A shares stood at \$695,970, up 0.7 per cent, in lunchtime trading yesterday.

Jeff Muscatello, a research analyst at Berkshire investor Douglass Winthrop, said the rise since Buffett took control of the company in 1965 was down to "the consistency of their approach" as well as Buffett's investing rules.

"The first [rule] is don't lose money," Muscatello said. "The second is don't forget rule number one and let the laws of compounding work over an incredibly long period of time."

The surging valuations in Berkshire shares and the wider stock market have not been lost on Buffett. The billionaire in May slowed buybacks and in June did not repurchase any shares. Buffett has sole discretion over the buyback scheme and generally curtails buying when he thinks the stock is overvalued.

The company's cash pile soared to a record \$277bn in June as Buffett found few compelling investments. While periods of sparse dealmaking have troubled Berkshire investors in the past, few are ringing alarm bells now, as the company looks to have avoided some of the troubles that have hit private equity.

"Building the cash position . . . when I look at the alternative of what's available in the equity markets and I look at the composition of what's going on in the world, we find it quite attractive," Buffett told the annual meeting in May.

World Markets

STOCK MARKETS				CURRENCIES				GOVERNMENT BONDS					
	Aug 28	Prev	%chg	Pair	Aug 28	Prev		Yield (%)	Aug 28	Prev	Chg		
S&P 500	5595.07	5625.80	-0.55	\$/€	1.113	1.117	€/\$	0.899	0.896	US 2 yr	3.86	3.93	-0.07
Nasdaq Composite	17559.64	17754.82	-1.10	\$/£	1.322	1.324	£/\$	0.757	0.756	US 10 yr	3.83	3.85	-0.02
Dow Jones Ind	41134.67	41250.50	-0.28	€/£	0.842	0.844	€/€	1.187	1.185	US 30 yr	4.12	4.15	-0.03
FTSEurofirst 300	2064.49	2057.77	0.33	¥/\$	144.515	144.250	¥/€	160.846	161.076	UK 2 yr	3.72	3.70	0.02
Euro Stoxx 50	4915.77	4898.78	0.35	¥/€	190.971	190.908	£ index	84.804	84.506	UK 10 yr	4.07	4.07	0.00
FTSE 100	8343.85	8345.46	-0.02	Sfr/€	0.937	0.941	Sfr/£	1.113	1.115	UK 30 yr	4.51	4.50	0.01
FTSE All-Share	4560.74	4564.68	-0.09						JPN 2 yr	0.37	0.36	0.01	
CAC 40	7577.67	7565.78	0.16						JPN 10 yr	0.89	0.87	0.01	
Xetra Dax	18782.29	18881.81	0.54						JPN 30 yr	2.04	2.05	0.00	
Nikkei	38371.76	38288.62	0.22	Bitcoin (\$)	59910.42	59318.85		1.00	GER 2 yr	2.38	2.41	-0.03	
Hang Seng	17692.45	17874.67	-1.02	Ethereum	2521.07	2478.45		1.72	GER 10 yr	2.26	2.29	-0.03	
MSCI World \$	3647.30	3641.81	0.15						GER 30 yr	2.50	2.53	-0.03	
MSCI EM \$	1099.77	1104.28	-0.41										
MSCI ACVI \$	830.81	830.03	0.09										
FT Wilshire 2500	7236.21	7228.88	0.10	Oil WTI \$	74.78	75.53		-0.99					
FT Wilshire 5000	56310.40	56261.10	0.09	Oil Brent \$	78.88	79.55		-0.84					
				Gold \$	2508.55	2511.20		-0.11					

Prices are latest for edition
Data provided by Morningstar

A Nikkei Company

British luxury brands support nearly half a million jobs nationwide

Walpole

Promoting, protecting and developing the business of British luxury

thewalpole.co.uk

Savoir Bedworks, bedmaking, London

INTERNATIONAL

Turkey projects growing power with network of Africa alliances

Ankara's influence has boomed via political, business and security ties

AANU ADEOYE — LAGOS
ADAM SAMSON — ANKARA
ADITI BHANDARI — LONDON

Somalian and Ethiopian diplomats descended on Turkey's capital this month for talks aimed at ending a bitter row that has threatened to ignite a war between the east African countries.

Turkey's foreign minister, Hakan Fidan, placed each delegation in separate rooms before bringing them together for face-to-face discussions, a senior Turkish diplomat said.

Turkey's President Recep Tayyip Erdoğan also lobbied both countries to mend fences after landlocked Ethiopia agreed a deal in January to build a naval base in the breakaway region of Somaliland, infuriating Somalia.

Ankara's role in mediating the talks, which are set to continue next month, underscores how Turkey's influence in Africa has boomed over the past two decades. Forging strong political, commercial and security alliances has allowed it to position itself as a power player when many nations, such as China and the US, are seeking to project their own influence on the region.

"Turkey's rising influence in Africa is related to its search to diversify its foreign policy options, to project its regional power ambitions and its aspirations to play a larger role in regional and global affairs," said Elem Eyryce-Tepeciklioğlu at Ankara's Social Sciences University.

Since 2003, Turkey has nearly quadrupled the number of its embassies in Africa to 44, become a significant actor in the continent's defence sector and

launched a sprawling constellation of airline routes, connecting Istanbul to dozens of African cities.

"[Ankara] laid the groundwork by declaring Africa a priority for Turkish foreign policy," said Ulf Laessing, Sahel programme director for the Konrad Adenauer Foundation, a think-tank.

Alongside countries such as Saudi Arabia and the United Arab Emirates — so-called middle powers — Ankara has expanded its clout in the Sahel region, the semi-arid strip south of the Sahara, after several governments fell to mutinous soldiers capitalising on attacks by terrorists and rebel groups as well as popular angst.

Cameron Hudson, a former CIA official who works at the Center for Strategic and International Studies think-tank, said Africa had become a "more competitive place" where multiple outsiders jostled for influence. "As African countries sour on French, British or American involvement on the continent over the decades, they have new opportunities and partners with these middle power countries," he added.

Turkey's strategy to establish itself in Africa first made important shifts in 2011, according to analysts. Erdoğan flew to Somalia when it was in the throes of famine, becoming the first non-African leader to visit in almost two decades. He arrived to a rapturous reception in Somalia's capital Mogadishu.

Accompanied by his wife and a cadre of ministers, Erdoğan toured streets that were pitted from mortar blasts and urged other countries to offer aid.

"The tragedy going on here is a test for



Leading the way: Recep Tayyip Erdoğan, right, with Somalia's then president, Sharif Sheikh Ahmed, during the Turkish leader's visit to the famine-hit country in 2011
Umit Bektas/Reuters

civilisation and contemporary values," he said at the time.

The Turkish diplomat said Erdoğan's 2011 trip "showed the whole continent that Turks really work with Africa".

The impact of the visit on Somalia has been long-lasting in unexpected ways, with Istanbul becoming an increasingly common girl's name in the country.

Trade between Turkey and African nations climbed to \$32bn last year, up almost 50 per cent from 2013, according to Turkey's statistics institute. Turkish contractors have also worked on at least 1,800 infrastructure projects, such as airports and hotels, including in countries such as Niger, which western counterparts often shy away from because of perceived security risks.

"The Turkish government has helped Turkish construction companies get a foothold in the region," Laessing said. "They have taken more risks to invest in countries that western countries ignore."

Turkey has also invested in soft power initiatives to help win hearts and minds in Africa, sometimes banking on shared religious beliefs. It spent nearly 10 years building a grand national mosque in Accra, Ghana's capital, in the style of Istanbul's renowned Blue Mosque.

Other mosques have been financed in Mali, Djibouti, Sudan and elsewhere.

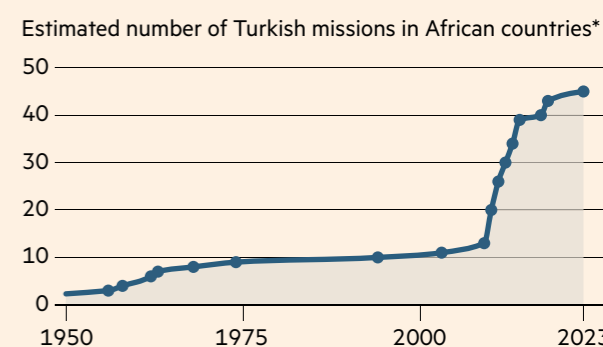
Somalia has been a beneficiary of Turkish-built schools and hospitals, and there are scholarship programmes that offer gifted African students the opportunity to be educated in Turkey.

Turkey's state broadcaster, TRT, began an Africa news service in English, French, Swahili and Hausa; Turkish Airlines now serves more African destinations than any other non-African carrier, according to August flight data from analytics firm Cirium; and Turkey has also loosened visa restrictions for many African countries, enabling middle- and upper-class citizens to visit for business, pleasure and medical needs.

But there has been no greater indicator of Turkey's reach in Africa than the depth of its security alliances. Ankara has developed ties with countries ranging from Niger in the Sahel to Somalia and Ethiopia in the east, distinguishing itself as a supplier of effective but inexpensive drones that have proved instrumental on battlegrounds.

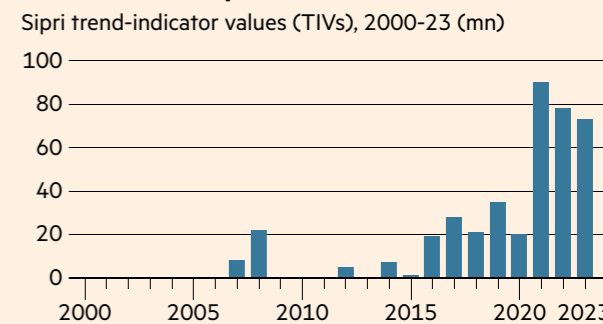
The Bayraktar TB2 drone has become a pillar of Turkey's military charm offensive. They are made by Baykar, a private Turkish defence company that counts Erdoğan's son-in-law as its chair.

Turkey has nearly quadrupled its embassies in Africa since 2003



* Missions include embassies, consulate generals and honorary consuls
Source: FT analysis based on Turkish ministry of foreign affairs website

Turkish arms exports to Africa



Sipri's TIVs are a measure of the military capability of goods transferred, rather than their financial cost
Source: Sipri arms transfers database

'[Ankara] laid the groundwork by declaring Africa a priority for Turkish foreign policy'



Clamour for Africa

This is the third in a series examining the changing roles of foreign nations in African politics, security and trade
ft.com/clamour

Mali, Niger, Ethiopia and other countries have the drones in their arsenals.

Turkey also sells small arms, mine clearance vehicles, armoured vehicles and helicopters to African countries, according to Eyryce-Tepeciklioğlu.

"Our security and defence co-operation with almost all African countries is growing," the Turkish diplomat said. "Turkey is working very closely with the Somali authorities in building up their national army and in reforming the security sector," the person said, adding that other African countries had requested training for their forces.

Further signs of deepening ties with Somalia include Turkey dispatching a vessel to the country's coast later this year for the exploration of up to 30bn barrels of oil and gas reserves. This follows a deal this year to protect Somalia's territorial waters, where a large Turkish military base is located.

Nato member Turkey's ascendancy in Africa has developed without the western scepticism associated with Russian and Chinese engagement with the continent. "There's a difference between being a competitor and an adversary. The US can compete with Turkey diplomatically, commercially, but ultimately Turkey is an ally," Hudson said.

FT SCHOOLS

HELP OUR NEXT GENERATION OF LEADERS BE MORE CONFIDENT

The FT, in partnership with Temasek, is proud to make FT.com free for schools teaching 16-19 year olds globally. 92% of FT reading students say that the FT makes them feel more informed and curious about the world.

80,000 students at 3,900 schools in more than 110 countries have free access to FT.com. Join them by encouraging teachers to register at ft.com/schoolsarefree.

Supported by

TEMASEK



Beautiful bores The XFT index is composed of businesses rarely in the headlines that deliver stable, outperforming returns → LEX

Companies & Markets

Oil executives handed Swiss jail terms for role in 1MDB

- Pair found to have embezzled \$1.8bn
- Hundreds of money laundering acts

SAM JONES — BERLIN

A Swiss court has sentenced two former PetroSaudi executives to long jail terms for their roles in the collapse of Malaysia's sovereign fund 1MDB, in one of the biggest frauds of all time.

Tarek Obaid, the ex-chief executive of Geneva-based oil production company PetroSaudi, and his right-hand man Patrick Mahony were found yesterday to have been responsible for embezzling more than \$1.8bn from 1MDB.

They were also found guilty of almost 600 acts of money laundering, in which they sought to disguise the stolen origins of more than \$12bn for the fraud's

Obaid and Mahony were 'calculative, manipulative and obscenely greedy', the lead prosecutor said

alleged mastermind Jho Low and accomplices.

Under Swiss law, the judgment from the country's central criminal court will not have full legal force until the defendants exhaust their rights of appeal.

The court in Bellinzona found the pair used their leadership positions at PetroSaudi to execute three of the most brazen thefts in the long-running plunder of 1MDB, acting in concert with Low in his position as an unofficial but powerful adviser to the sovereign fund.

Low, a confidant of former Malaysian prime minister Najib Razak and the alleged mastermind of the 1MDB fraud — described by the US Department of Justice in 2016 as the world's biggest kleptocracy case — is on the run. Najib was jailed by Malaysian authorities for his role in the scandal in 2020.

Obaid, a dual Swiss-Saudi national, and Swiss-Briton Mahony helped steal vast sums from 1MDB between 2009

and 2011, Swiss prosecutors said. They were indicted in April last year.

The two were said to have used the stolen money to fund luxurious lifestyles, buying gemstones and properties in London and Geneva, and splashing out on private jets and high-end yachts.

It was the "scam of the century", said lead prosecutor Alice de Chambrier. Obaid and Mahony were "calculative, manipulative and obscenely greedy", she told the court earlier this year, according to Swiss national press agency Keystone-ATS.

Judges heard how the two, with Low, misled 1MDB fiduciaries in 2009 so the fund invested \$1bn in what it thought was a legitimate joint venture with PetroSaudi. A meeting was even brokered in August that year on a super yacht, the Alfa Nero, off the coast at Cannes with PetroSaudi's founder, Prince Turki bin Abdullah al Saud — who was not aware of the true nature of the transaction — to lend the deal an air of legitimacy, said the prosecutors' indictment.

In a second theft, Obaid and Mahony drew down a further \$500mn from 1MDB in 2010 for what they claimed was an Islamic loan. In a third, in May 2011, they took \$330mn to finance a "non-existent drilling project in eastern Saudi Arabia", the indictment claimed.

Judges gave sentences of seven years to Obaid and six years to Mahoney.

Daniel Zappelli, Obaid's lawyer, said his client had "always contested the commission of any offence and will plead for a full acquittal before the Court of Appeal". Mahony's lawyer did not respond to a request for comment.

The board of 1MDB said: "We welcome today's verdict in Switzerland's Federal Criminal Court, which means that Patrick Mahony and Tarek Obaid will face justice for their role in embezzling and defrauding the people of Malaysia, and we commend the Swiss authorities for their work."

Block party Lego's costly move to lift recycled plastic usage underpinned by surging profits



Pizza the action: Lego's expansion means it now sees the likes of Disney as a competitor — Ekaterina Minaeva/Alamy

RICHARD MILNE
NORDIC AND BALTIC CORRESPONDENT

Lego is paying up to 60 per cent more for plastic resin made mostly from renewable or recycled material as the world's largest toymaker steps up its efforts to become fossil fuel-free, a move financed by big increases in sales and profitability.

Niels Christiansen, chief executive, said 50 per cent of all the resin the privately owned Danish toymaker bought in the first half came from so-called mass-balance sources, meaning it used a blend of fossil-fuel material and that from recycled or renewable sources, such as used cooking oil.

"It is 40 to 50 to 60 per cent more expensive in material terms. We don't pass that on to the consumer," he said.

Christiansen added that Lego was trying to stimulate demand among plastics producers to increase the supply of greener raw materials by buy-

ing significant volumes of the resin made from mass-balance sources, up from 18 per cent last year.

He said he was now "more comfortable" with the toymaker's 2032 goal of making all of its products from renewable and recycled materials.

Lego's studded bricks are durable and strong but the Danish group has committed to eliminating oil and other fossil fuels from its supply chain, despite the higher costs, because of the product's role predominantly as a child's toy.

Lego has suffered some setbacks, such as last year abandoning its high-profile attempt to find a fossil fuel-free alternative to its main plastic by using recycled plastic bottles. It found the new material would in fact lead to higher emissions because of issues such as a need to retrofit its factories.

The group is investing heavily in both sustainability and boosting its production facilities, with new facto-

ries in the US and Vietnam, after a period of extraordinary growth.

Lego said yesterday its revenues in the first half increased 13 per cent to Dkr31bn (\$4.6bn) while operating profit rose 26 per cent to Dkr8.1bn. Both were records and double the equivalent from the first half of 2020.

Christiansen said the broader toy market declined by 1 per cent in the first six months, meaning Lego had taken "immense" market share.

He credited Lego's tie-up with the *Fortnite* video game and a product line on space for the company's growth, adding: "If you look at a result like this it's not like I can point to one country or one product. It's across the board."

Lego has recovered from a brush with bankruptcy two decades ago to become the world's largest toymaker by sales and profitability. It is increasingly viewing the likes of Disney as a competitor because of its movies, theme parks and apps.

BCG admits it paid bribes to win business in Angola

STEPHEN FOLEY — NEW YORK
DAVID PILLING — AFRICA EDITOR

BCG has admitted it paid millions of dollars in bribes to win business in Angola, and agreed to give up more than \$14mn in profits from contracts it won with the country's economy ministry and central bank.

The consulting firm sent money to offshore accounts controlled by middlemen connected to Angolan officials and members of the ruling political party, according to a US Department of Justice probe made public yesterday.

The bribes were paid by BCG through its office in Lisbon, Portugal, between about 2011 and 2017, the DoJ said. Despite finding evidence that the activities breached the US Foreign Corrupt Practices Act, the DoJ said it would not be prosecuting BCG because the firm reported the matter itself, fired the individuals involved and co-operated.

BCG agreed to pay an agent with ties to Angolan officials between 20 and 35 per cent of the value of the contracts it won, routing the money through three offshore entities, the DoJ said.

"Certain BCG employees in Portugal took steps to conceal the nature of the agent's work for BCG when internal questions arose, including by backdating contracts and falsifying the agent's purported work product," the DoJ said.

The period of the bribes coincided with the end of the rule of the late José Eduardo dos Santos, who stepped down in 2017 after 38 years in power. His successor, João Lourenço, quickly moved to consolidate power partly by cracking down on allegedly corrupt officials linked to the dos Santos regime.

The US has since moved to repair relations with Angola, one of Africa's biggest oil producers.

In total, BCG won 11 contracts with the Angolan ministry of economy and one with the National Bank of Angola over the years in question, bringing in \$22.5mn in revenue. The firm will return the \$14.4mn in profits the contracts generated.

BCG said it had "exited the individuals from the firm and has since closed the office in Luanda, Angola", and that it "has also continued to significantly strengthen its compliance function, internal controls and training".

The DoJ said it reserved the right to reopen its inquiry into BCG if it learnt new information, and could still prosecute individuals.

Virtual power plants offer a demand-led route to energy efficiency

MORAL MONEY

Simon Mundy



The rise of renewable energy has led to strange behaviour in electricity markets. When sunny or windy conditions bring excessive supply of solar or wind power, grid operators end up in a situation where they pay suppliers to stop producing energy. This pushes up costs for consumers, while wasting valuable generation capacity.

Approaches to this problem have focused mainly on managing electricity supply, for example through massive battery installations. But the rise of smart appliances and electric cars has brought growing attention to the potential of virtual power plants: demand-side schemes that support the electric grid by nudging households and businesses to consume less power at times of peak demand, and more when supply is strongest.

Proponents say these can help to speed the shift to zero-carbon energy systems, while allowing households to enjoy the financial benefits of abundant green power.

One of the most prominent efforts in this field has been from Octopus Energy — the company founded in 2015 by tech entrepreneur Greg Jackson, which is now the UK's biggest electric utility serving 6.8mn households, and has been expanding into new markets from Spain to New Zealand to Texas.

"Flexibility [in the electric grid] is not a new thing," said Alex Schoch, Octopus's head of flexibility and electrifica-

tion. "Since we've created electricity systems, we've always had to balance supply and demand. It's just that historically it's all been on the supply side."

Octopus's demand-side schemes include one that allows electric vehicle owners to charge their car at home for free, provided it is capable of feeding power back to the grid: a feature increasingly common in newer EV models. This enables Octopus to charge customers' cars when green power is abundant — and draw power from them at times of short supply.

"Electric cars are a beautiful thing" for a utility, Schoch said. "They're highly underutilised because they're not driving most of the time; they're parked and plugged in. You can use that to help balance the grid and unlock a huge amount of value."

Other Octopus offerings include a service for electric heat pump users, which automatically heats their home when power is cheap.

Another initiative sends customers a smartphone notification at times of high demand, inviting them to reduce their energy consumption below normal levels for that time of day. If they do so — for example, by holding off from using their washing machine — they are rewarded with a small discount on their bill.

This has formed part of a wider initiative launched by National Grid, the privatised utility that owns electric and gas networks in the UK as well as the north-eastern US. Last winter — the season of highest UK energy demand — a total of 2.2mn households and businesses signed up to use the service, and received a total of over £9mn (\$11.9mn) through their electricity suppliers. In

June, National Grid said it planned to start operating the scheme year-round.

Demand-side schemes have been attracting attention in the US, too. The largest virtual power plant provider is Renew Home, which launched in May after a merger between Google's Nest Renew and California-based OhmConnect. The latter paid out \$2.7mn to users for reducing energy usage during a heat-wave in the state last year.

The US Department of Energy highlighted the potential of virtual power plants in a paper last December, saying they could reduce annual grid costs by \$10bn.

The paper warned that peak demand on the US grid would rise from 740 gigawatts to 800GW in 2030, with factors including increased consumption by data centres. It estimated that a "lift-off" in the usage of virtual power plants could address as much as 20 per cent of that peak demand.

But growth is still being held back by slow-moving utilities, says Michael Murray, president of mission: data, a coalition of companies working on smarter energy usage. Businesses such as Renew Home rely on being able to access customers' electricity data, with their permission.

But in many US states and other jurisdictions worldwide, utilities are not required to make this data available, and often see little incentive to do so voluntarily, Murray said.

"For the most part, utilities are dinosaurs, and they take a long time to move in a new direction," Murray said. "But when you're decarbonising the grid, the most cost-effective way to do that is to have more flexible demand."

A version of this article first appeared in the Moral Money newsletter. Sign up at ft.com/newsletters

Presented by **FT LIVE** In partnership with **RSGI** **rsgi.co**

**AI, CLIMATE, JUSTICE...
IF NOT NOW, WHEN?**

INNOVATIVE LAWYERS GLOBAL SUMMIT
11 September 2024

Platinum partner: **FT CONSULTING**
Gold partners: **CMS** **FACTOR**
Silver partner: **Pinsent Masons**
Lead partner: **iManage**
Pillar partner: **integroin**
Bronze partner: **Lumiance**

COMPANIES & MARKETS

Pharma sector's \$1tn race to conquer cancer offers hope on stubborn forms of the disease

FT series Some conditions appear to have been bypassed but fresh burst of energy for improved therapy stirs investors

OLIVER BARNES — NEW YORK
IAN JOHNSTON — LONDON

People with aggressive forms of breast, lung and prostate cancer have been offered a lifeline in recent years as new treatments hit the market, including AstraZeneca's Enhertu, Merck's Keytruda and Novartis's Pluvicto.

But a new weapon to fight pancreatic cancer, the deadliest common form of the disease that kills seven of eight patients within five years of diagnosis, has not emerged. Go-to treatment FOLFIRINOX is a cocktail of four medicines, one of which was first approved in 1962.

"Almost all patients who come through the door are given a bunch of old drugs put together," said Anirban Maitra, an oncologist researching pancreatic cancer at the MD Anderson Cancer Center in Houston, Texas. "It's the weak link in the fight against cancer."

Tackling the hardest-to-treat tumours will be essential to public health efforts to turn cancer into a more manageable disease — a challenge given added urgency by an increase in the disease among younger people in developed countries.

The struggle to discover needle-moving treatments for pancreatic cancer, along with other types including colon and brain cancer, comes despite pharmaceutical groups spending almost \$1tn over the past decade acquiring oncology drug developers, according to industry tracker Evaluate.

Why certain types of cancer have been bypassed in the wake of innovation and dealmaking is partly a result of complex biology that makes them untreatable by broadly targeted products such as Keytruda, approved for 40



'Pancreatic cancer doesn't have patient advocates, because they all die'

Julie Fleshman, PCAN

forms of the disease. But the problem is also a consequence of where drugmakers, governments and charities place their research and development bets.

Almost half of the 2,143 trials launched last year focused on breast, lung and blood cancer, while just under 8 per cent were studying pancreatic cancer treatments, according to data provider IQVIA.

Pancreatic cancer research benefited from just \$317 in public and philanthropic funding per death globally between 2016 and 2020, compared with nearly \$3,600 of grant money per death for breast cancer, according to a Lancet study published last year.

Grant funding is dwarfed by R&D spending from drugmakers but is vital for more experimental research. Grant funding for cancer totalled \$13bn in 2019 against \$83bn spent by US pharma groups on research, a large proportion of which would have funded oncology trials, according to the Congressional Budget Office.

Another problem in the battle against harder-to-treat cancers is that their public profile tends to be overshadowed by other cancer types.

"Pancreatic cancer does not have patient advocates, because they all die," said Julie Fleshman, chief executive of the Pancreatic Cancer Action Network. Drug development in the field had been marked by a "long history of failures", where companies often spent hundreds of millions of dollars only for a treatment to flop in clinical trials.

Charlie Fuchs, head of oncology at Roche and its subsidiary Genentech, said that "from a commercial standpoint, there's an easier path forward to consider when it's a highly prevalent cancer like breast cancer".

The dearth of new treatments for certain forms of the disease explains investor excitement over Revolution Medicines. The biotech group's market value has risen about 50 per cent to more than \$7bn this year after it released early-stage data showing that its novel targeted therapy stalled tumour growth in the most common type of pancreatic cancer.

For Mark Goldsmith, chief executive, the broader lack of innovation in the field was "an injustice".

He said: "The last thing you can do inside a big company is go to the head of clinical development and tell them: 'I've got a new drug that's going to treat pancreatic cancer.' You'll be sent to the back of the line."

Claire Myerson, a 54-year-old former IT director who lives in Oxfordshire, is among those to have benefited from the pharma industry's focus on highly prevalent cancers.

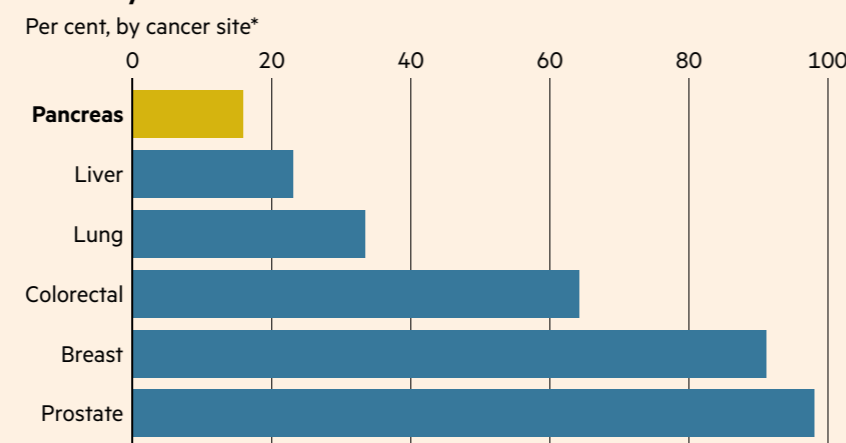
She has been receiving treatment for advanced metastatic breast cancer since late 2015. While Roche's Perjeta had little initial impact, Kadcyla, another of



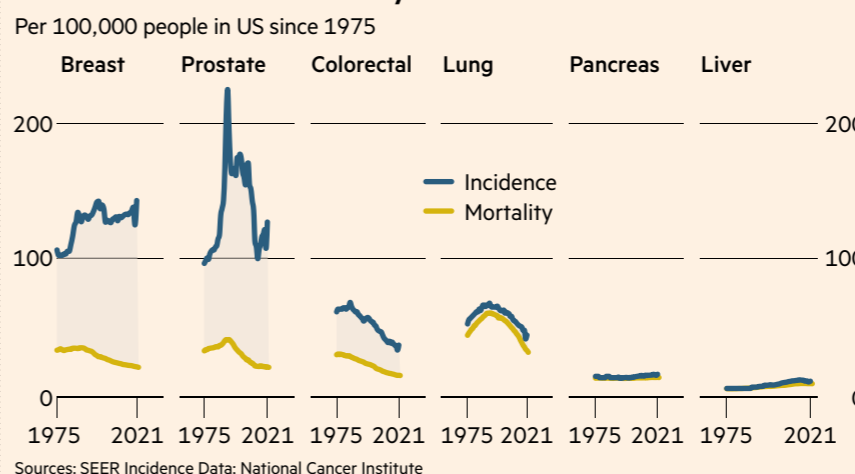
Claire Myerson, far left, has had her metastatic breast cancer held in check for eight years with Roche's Kadcyla. Left, work is under way to develop cancer vaccines

FT montage/Alamy/Thomas L. Fischer; Zoe Savitz/FT; Patrick Herzog/AFP/Getty

US five-year relative survival rate



Cancer incidence and mortality rates



Cracking cancer



A three-part series looking at how an influx of money is changing prospects for patients

Part two: Covid job makers lead race to develop cancer vaccines

Part three: New cancer drugs add to strains on health budgets

the company's treatments, has helped hold back the growth of her tumour for eight years.

"It's possible to live with metastatic breast cancer. It's not easy but it's possible," she said.

The drugs tackle cancers such as hers by targeting the HER2 protein present in a quarter of tumours, for which there were once few options.

Progress in this field shows how science can flip the odds in cancer care. Enhertu, developed by AstraZeneca and Daiichi Sankyo, has been the most successful antibody drug conjugate to radically shift survival rates by targeting the protein.

"Originally it was simply bad news if

you had HER2 expression," said John Marshall, a gastrointestinal oncologist at the MedStar Washington Hospital Center. "Now the pharmaceutical industry has developed such effective treatments that you want to be HER2-positive."

The main two drugs available to Marshall to treat his colon cancer patients, Cetuximab and Vectibix, were approved nearly two decades ago.

"There's been no fundamental advance in colon cancer care in 20 years," he said.

But new treatments are on the horizon. BioNTech and Genentech are collaborating on a colorectal cancer vaccine aimed at halting tumour regrowth

after surgery, following promising results in a small early-stage trial. They are also working on a pancreatic cancer vaccine that is at an earlier stage of clinical development.

Genentech's Fuchs said the companies were aiming for more than "small, incremental benefits". A pancreatic cancer vaccine "really is a major advance in what has been a very difficult disease... Not only do we think it's important in terms of global health but I think it will actually have a legitimate business case."

Bristol Myers Squibb this year received an accelerated approval from the US Food and Drug Administration for a new targeted therapy drug aimed

at the same gene mutation as Revolution Medicines' lead drug, as a second-line therapy to treat a small subset of colorectal cancer cases.

The mutation in question is KRAS, which until just over a decade ago was considered an undruggable target. Now pharma groups are researching different variants of the gene to test how far-reaching its effects can be.

"Is it easy? Absolutely not," said Samit Hirawat, BMS chief medical officer. "This requires a lot of patience, resilience. And many drugs fail before one succeeds."

KRAS is present in 90 per cent of pancreatic cancers, about 40 per cent of colorectal cancers, and roughly a quarter of cases of the most common lung cancer — the three deadliest forms of the disease.

Pancreatic cancer had been "a wasteland" for new treatments, said Revolution Medicines' Goldsmith, because it was not an immune-responsive type, meaning it never responded to a class of immunotherapy drugs known as checkpoint inhibitors that had redefined large parts of cancer care.

By activating KRAS, these new drugs can turn pancreatic cancer cells into a "hotter tumour" that is more immune-responsive, opening the possibility that it could even respond to checkpoint inhibitors such as the \$25bn a year in sales blockbuster Keytruda.

"People have tried immunotherapy in those diseases. People have tried targeted therapy in those diseases. It's not like they've been wilfully left behind," said Jacob Van Naarden, head of Eli Lilly's oncology division, which is also researching a KRAS inhibitor.

'This requires patience, resilience. Many drugs fail before one succeeds'

Samit Hirawat, BMS

"The science of the tumours has not proved to be sensitive to the things that have worked in other places."

While a blood test for prostate cancer has been approved in the US for three decades, it was not until last month that a similar test, known as a liquid biopsy, was approved for colon cancer. Such a test for pancreatic cancer is still a long way off.

Helmy Eltoukhy, chief executive of Guardant Health, the company behind a new colon cancer blood test known as Shield, said liquid biopsies offered the promise of "removing a lot of the health disparity" that existed around getting tested for cancers.

About 50 per cent of eligible adults aged 45 and over in the US miss out on the colonoscopy exam, which requires patients to eschew food for 24 hours before the procedure and be sedated. Uptake is especially low among younger cohorts.

Christy Williams, a 45-year-old mother of three from Davidson, North Carolina, who is free of colon cancer after two surgeries and a dozen rounds of chemotherapy, recalled delaying her colonoscopy because she was busy and embarrassed.

"People often die from embarrassment," she said. "They're too embarrassed to just get the test."

She said she was not put off by the mammogram, which benefits from much higher uptake in western countries.

Expanding blood tests to check for cancers was vital to screening for pancreatic cancer, said Eltoukhy. Only breast, prostate, colon and lung cancer have widescale screening programmes in the US.

But products from device makers Grail, Exact Sciences and Freenome have so far struggled to get off the ground or overcome concerns about false negatives and positives.

Scientists at the City of Hope National Medical Center in Duarte, California, have developed an early-stage pancreatic cancer test that preliminary findings suggest may have more than 90 per cent accuracy.

"If you find pancreatic cancer early, you can surgically treat these patients but also use some of the new treatments in development on later-stage patients," said Ajay Goel, who led the research.

Despite the lengthy period for much-needed new treatments and tests to arrive, oncologists specialising in the deadliest cancers have not given up hope.

"I've never been more hopeful — with the better understanding of biology and the huge markets waiting to be seized from screening all the way through to novel therapies — that we are on the verge of breakthrough for the hardest-to-treat cancers," said Marshall.

COMPANIES & MARKETS

Fixed income. Threat to stability

China bond bulls warned of bubble risk over supply



People close to central bank highlight impact of plans to issue \$376bn more this year

JOE LEAHY AND WENJIE DING — BEIJING
CHENG LENG AND ARJUN NEIL ALIM
HONG KONG

China's plans to issue billions of dollars of government bonds before the end of the year could lead to a correction in the price of the country's treasuries, people close to the central bank have warned, bursting what some have called a bubble in the market.

The warning follows frenzied buying that has driven up the prices of Chinese 10-year central government bonds, pushing yields below 2.2 per cent and leading the People's Bank of China to caution that a sudden reversal could threaten financial stability.

Official data and state media reports indicate that, as of July, the government had yet to issue just over half of its planned 2024 quota of local government and special central government ultra-long treasuries — with a total of about Rmb2.68tn (\$376bn) still to come.

"When these government and local government bond issuances, driven by budgetary requirements, explode at the end of the year, it's trillions in volume," one of the people close to the central bank said. "The possibility of a significant reversal in yields is very high."

China's economic slowdown has led to increasing bond issuance in the past few years.

These include special local government bonds — whose proceeds are used by lower authorities for projects and investments — and ultra-long dated special treasury bonds used to help stimulate the economy.

Despite the planned increased issuance, the subdued economic outlook and weak stock market have led investors, including Chinese banks, to pile into government bonds, leading to concerns among regulators that the market is in bubble territory.

The 10-year yield hit an all-time closing low of 2.12 per cent this month.

The PBoC has said it is concerned about leveraged investment funds loading up with the bonds and the risk of failures similar to Silicon Valley Bank in the US, if banks buy treasuries with long maturities and then interest rates reverse.

"Long-term government bond yields have deviated from a reasonable range and show a tendency towards some degree of bubble," Xu Zhong, deputy secretary-general of the National Association of Financial Market Institutional Investors, an organisation under the PBoC, said this month in the Chinese central bank's newspaper, the Financial News.

Ministry of Finance data shows that, as of July, the government had yet to issue about Rmb2.1tn of its Rmb3.9tn full-year quota of special local govern-

ment bonds while state media reported that it still had yet to issue Rmb582bn of a Rmb1tn issuance of ultra-long central government treasuries.

This has created an overhang of potential new issuance in the government bond market, the people close to the central bank warned.

"Originally, everyone expected government bonds and local government bond [yields] to rise with large-scale issuance," said one of the people close to the central bank.

But the person said "various factors" had impeded this issuance. Now there was a "supply-demand imbalance" that was driving up prices.

The person close to the central bank added: "When these [new bond issues] erupt and the Ministry of Finance comes in, with supply and demand [rebalancing], and when the big short comes in, won't the market reverse? Can you understand why the central bank needs to constantly speak out to remind people and guide them to rationally face such big risks?"

Analysts said there was also a deeper risk to financial stability if the yield curve flattened too much because that would put pressure on China's state banks' ability to earn profits.

The PBoC is reforming its monetary toolbox this year, including setting a new benchmark policy rate and fine-tuning the rate transmission mechanism by exerting more influence in the growing bond market.

The move follows a shift in banking

Frenzied buying has driven up the price of 10-year central government debt

Raul Ariano/Bloomberg

liquidity from loans into other assets, such as bonds.

But Yang Yewei, a fixed-income analyst at Guosen Securities, said the PBoC might face challenges if it adopted yield curve control similar to that used by the Bank of Japan and the Reserve Bank of Australia in the past decade.

Yang said foreign regulators usually used yield curve control to cap yields while the PBoC was trying to set a floor.

"There's little precedent for that," Yang said.

In addition, China's bond market lacked the depth to support such an approach to monetary policy with official data showing it was equivalent to only 65 per cent of national GDP compared with much higher levels overseas.

Haibin Zhu, chief China economist with JPMorgan, said the PBoC was attempting to modernise monetary policy by using interest rates to control credit creation rather than directly controlling the quantity of credit.

"Sooner or later, [the shift in monetary policy] will come," Zhu said, but added that the transition was still at an experimental stage and would be a long process.

"The challenge is that the policy transmission is still not that smooth," Zhu noted. "That's why we see the PBoC is taking actions to control the central government bond yield curves — in which the trades are reflecting very weak market confidence and growing market risks."

'Can you understand why the central bank speaks out constantly to remind people to rationally face such big risks?'

Automobiles

Xpeng launches budget electric car model with Didi self-drive technology

GLORIA LI — HONG KONG

Chinese carmaker Xpeng has launched a low-priced electric vehicle based on technology acquired from ride-hailing group Didi, which was thwarted in its efforts to break into the country's highly competitive automotive sector.

The Mona M03 saloon, based on an unfinished car project Didi sold to Xpeng for HK\$5.84bn (\$744mn) last year, features a Tesla-like button-free dashboard and an artificial intelligence-powered self-driving system.

He Xiaopeng, Xpeng co-founder and chief executive, said at a launch event in Beijing that the M03 was "the only car with advanced autonomous driving" selling for less than Rmb200,000. Its Max version with self-driving features starts at Rmb155,000 (\$21,700).

The M03 range has a starting price of just Rmb119,800, half that of Tesla's Model 3 standard version, and competes against the US EV manufacturer and models offered by Chinese domestic market leader BYD.

Didi has been forced to rein in its ambitions since becoming a prime victim of Beijing's technology crackdown

when it listed on the New York Stock Exchange in 2021. It subsequently delisted and suffered restrictions on signing up new customers and drivers, as well as an Rmb8bn fine for "vile" breaches of China's data security laws.

"Didi sold the project to Xpeng due to financial issues," said Wu Zhefeng, a Mona product manager who moved to Xpeng from Didi after the acquisition. A new car project required heavy investment "that was very challenging for Didi", he added. Didi recently sold its



Xpeng's new Mona M03 electric car launched in Beijing yesterday

smart driving and "cockpit assets" unit to AutoAi, a subsidiary of state-backed digital mapping company NavInfo, for Rmb450mn, said a stock exchange filing yesterday. "The more in-depth cooperation with NavInfo and AutoAi will be centred on the area of smart transport, exploring more scenarios of intelligent mobility," Didi said in a statement.

The sale of its car-related businesses contrasts with the initial success of Chinese tech giant Huawei in establishing itself as a leading supplier to EV makers and its rival Xiaomi's rapid launch of its own electric vehicle.

Xpeng's Wu said Didi's design concept and use of its driver data in the development of self-driving had meant major savings that made it easier to push down the M03's price. The new model was not intended for use in the ride-hailing company's fleet or those of its rivals, he said, adding: "Our vision is instead to [serve] young individual customers who favour autonomous driving technologies."

The Max version can park itself without anyone behind the wheel and drive itself on frequently visited roads.

Additional reporting by Wenjie Ding in Beijing

Equities

Overseas investors abandon frothy India stocks as domestic savers pile in

ARJUN NEIL ALIM — HONG KONG
CHRIS KAY — MUMBAI

Foreign investors are pulling money out of India's equity market, cutting their exposure as the US interest rate cycle turns and millions of domestic savers continue to pile into richly valued stocks.

Foreign institutional investors have turned net sellers of India-listed shares in August with net outflows of more than \$1bn, according to data from Bloomberg and the Securities and Exchange Board of India.

Year to date inflows stood at \$2.6bn, well below the \$22bn recorded last year.

The shift comes after years of strong domestic stock market performance, particularly the blue-chip Nifty 50 index.

Overseas investors sought returns outside China, where the economy has struggled for momentum since the pandemic.

India's weighting in international indices rose to reflect the inflow of money while new domestic investors also helped to drive up valuations.

The country's large internal market

and rapid economic growth also insulated it from steep US interest rate rises in 2022 and 2023, which helped to pull money from many emerging markets.

"This is a story of India being in outperformance during this [US Federal Reserve] hiking cycle with geopolitical tailwinds," said Trinh Nguyen, senior economist for emerging Asia at Natixis.

'This cycle is locals rather than foreigners — the previous cycles were the other way around'

"As the cycle turns, there's not a lot of scope to benefit [further]."

Nguyen added: "You can think of the more compelling stories elsewhere that would benefit from the Fed cut cycle," citing investor interest in countries including Malaysia, Indonesia and South Korea.

The MSCI India index has advanced some 52 per cent in the past five years, dwarfing the 11 per cent climb of the MSCI Emerging Market index in the same period.

Fixed income

US Treasury ETFs snapped up ahead of expected rate cut from Fed

KATE DUGUID AND WILL SCHMITT
NEW YORK

Investors are pouring cash into US government bond exchange traded funds as bond fever spreads through the market ahead of the Federal Reserve's expected interest rate cut in September.

BlackRock's TLT, the biggest ETF tracking long-dated Treasury bonds, pulled in nearly \$4bn between the start of August and this Monday, according to data from Morningstar.

The fund has had bigger inflows in only three months since it launched in 2002.

The inflows are the latest sign of a comeback for bonds after two years of weak or negative returns — and heavy outflows from fixed income in 2022.

A slowdown in the US economy has prompted investors to seek the safety of fixed income amid volatile moves in US stocks.

Bond yields, which move inversely to price, have fallen this year as expectations have grown that the Fed will cut interest rates from their current 23-year highs.

The demand for ETFs also points to enthusiasm for bonds spreading beyond big money managers and hedge funds,

'Investors are very keen on securing these yields. People are feeling a bit of urgency around that'

with retail and institutional investors starting to move back into fixed income.

"Investors are very keen on securing these yields before they start falling," said Steve Laipply, global co-head of iShares fixed-income ETFs at BlackRock. "People are feeling a bit of urgency around that."

Across its suite of Treasury bond ETFs, TLT had taken in the largest flows this year, he said.

TLT is popular because it tracks 20- to 30-year Treasury bonds, a traditional haven investment in moments of market turmoil.

It is the third-biggest taxable bond ETF behind Vanguard's BND and BlackRock's own AGG but it has raked in more cash in August than its two far bigger rivals combined, according to Morningstar.

Beyond those three funds, investors have poured \$12.2bn into US sovereign bond ETFs so far in August, on track to outpace July, which was the biggest month of inflows since October, according to EPFR data.

In all, taxable bond funds and ETFs pulled in more than \$280bn between January and July — outstripping 2023's full-year total of \$225bn and contrasting with the \$204bn in outflows those funds endured in 2022, according to Morningstar.

Fed chair Jay Powell said last week at the Kansas City Fed's annual symposium in Jackson Hole, Wyoming, that the "time has come" for interest rate cuts.



Our global team gives you market-moving news and views, 24 hours a day
ft.com/markets

COMPANIES & MARKETS

The day in the markets

What you need to know

- Global markets trade cautiously ahead of second-quarter earnings of Nvidia
- Crude prices extend falls after better than expected US inventories
- Dollar rebounds as traders turn attention towards key US economic data

Crude prices extended their declines yesterday after higher than expected US inventories helped mitigate traders' concerns about a shutdown in Libya and war in the Middle East.

The Energy Information Administration reported US crude oil inventories were down 846,000 barrels to 425.2mn barrels in the week ending August 23, less than analysts' expectations of a 2.3mn barrel decline in reserves.

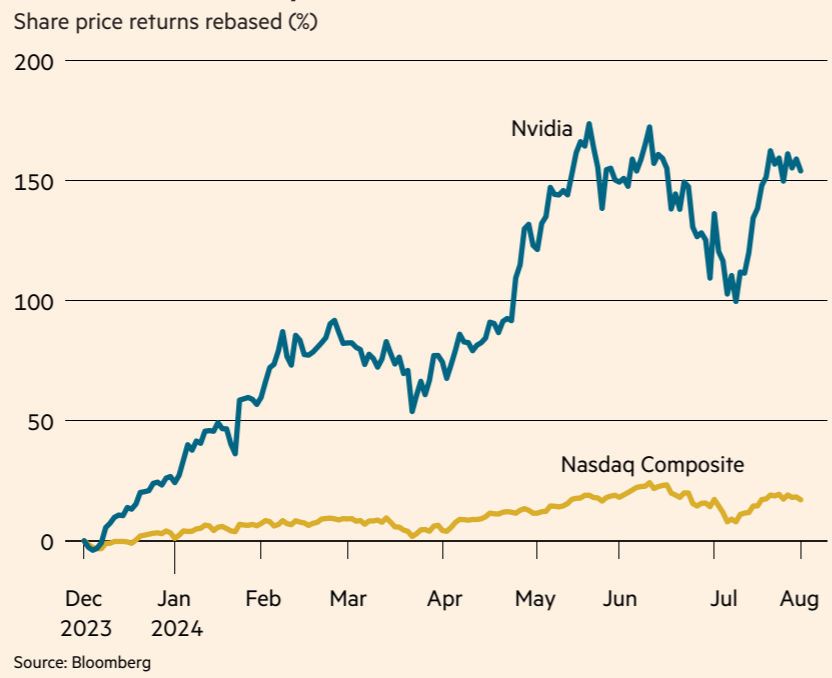
Brent crude was lower by 0.8 per cent, at \$78.89 a barrel, while the US benchmark, West Texas Intermediate, fell by a similar level to \$74.71 a barrel.

Weaker demand damped concerns over global supplies at the start of the week following reports that production in Libya had ceased due to political wrangling between the country's two governments. Libya exports around 1mn barrels a day of crude, according to Opec figures.

Andrzej Szczepaniak, vice-president of European economics at Nomura, said in the medium term there was still a risk tensions between Iran and Israel escalated and pushed fuel prices up.

The US dollar rebounded as traders turned their attention towards key US economic data at the end of the week, which includes a preliminary estimate of gross domestic product and consumption inflation, the Federal Reserve's preferred measure of inflation.

Nvidia shares have skyrocketed



The dollar index, which tracks the US currency against six others including the euro and sterling, rose 0.6 per cent to 101.11, having hit its lowest point in more than a year on Tuesday. Gold fell 0.9 per cent to \$2,496 per troy ounce as the dollar strengthened.

Global markets traded cautiously ahead of second-quarter earnings of chipmaking giant Nvidia. US markets were lower in early afternoon trading in New York, with the benchmark S&P 500 falling 0.6 per cent. The tech-heavy Nasdaq Composite declined around 1.2 per cent.

The region-wide Stoxx Europe 600 was up 0.3 per cent to extend its rebound following the August sell-off and edge closer to a record high. London's FTSE 100 closed flat, while Germany's Dax was up 0.6 per cent.

Ryan Reardon, vice-president at State Street Global Advisors, said Nvidia, along with the other 'Magnificent Seven' large-cap tech companies, was becoming an 'overcrowded' trade. Nvidia, valued at \$31tn, accounts for more than 6 per cent of the S&P 500 and was responsible for more than a quarter of the index's 18 per cent gains this year. **Rafe Uddin**

China's squeeze on aspiring classes will have economic costs

Diana Choyleva
Markets Insight



My friend Wang seems to have it all. A finance professional in shiny Shanghai, Wang has earned his success. He was the first of his farming family to go to college; then the first to go abroad to study and work, in the UK.

China kept calling – his parents were broody for grandchildren – so Wang headed home to a lucrative job in the country's sprawling financial sector.

He married his college sweetheart and this summer showed me their second child, a beautiful, bawling infant who makes Wang's parents happy and his government, too. The couple can expect subsidies and cheaper childcare as the authorities hustle to reverse the population collapse accelerated by China's former "one-child" policy.

For decades, China has grown strongly, delivered higher standards of living nationwide and fired the dreams of millions of fresh graduates hoping to follow in Wang's footsteps.

But Wang worries about being able to support his growing family in an economy that has seen better days. He is working much harder for less money as Chinese leader Xi Jinping clamps down on the finance sector. His apartment is worth less and his savings are earning next to nothing in bank deposits.

Wang, who is considering a move to Hong Kong, is among many in China's financial industry who have told me they are feeling a chill from Xi's wealth and income redistribution efforts.

Plans are afoot to cap annual pay at all state-backed financial institutions at about \$412,000 and demand retroactive repayments. Many financial firms have already cut salaries and bonuses and asked staff not to wear

expensive watches and clothes to work. China's anti-graft watchdog has vowed to eliminate ideas of a western-style "financial elite" and rectify the hedonism of excessive pursuit of "high-end taste", according to Reuters.

Ambitious finance professionals in China still enjoy rewards that are hard to match in other careers. The average annual salary in urban China remains less than \$17,000. But their complaints and the political factors behind them matter: a stagnating, sullen China would weigh heavily on the global economy.

Wang's worries help explain China's extraordinarily weak consumption, the

It is also able to peg bank deposit rates below the rate of inflation, punishing savers. And, by means of capital controls, it prevents people from investing much of their money overseas.

Chinese households find it difficult to grow their wealth and receive a decent income from their assets. Most Chinese wealth is invested in real estate so the slide in house prices is cutting deep into household wealth. And the stock market in China is still more of a casino than a trustworthy investment alternative.

The upshot is that households are saving more for a rainy day.

The Communist party's third plenum in July, which set economic priorities for the next half-decade, did produce some good policies supportive of the consumer.

Pledges to give equal status to migrant workers who lack urban residency permits, to improve medical and social security provision and to lower education costs are all welcome. But the plenum was silent about the economy's most pressing need: a redistribution of income from companies to households.

It is true that the government has followed up with a raft of plans to prod consumers to save less and spend more.

Measures include more elderly care, a five-year urbanisation plan and further support for a subsidy scheme to trade in cars and other goods for cleaner replacements. But these measures are just a Band-Aid when what is required is major surgery. They are unlikely to persuade my friend Wang and consumers like him that good times are returning.

Diana Choyleva is founder and chief economist of Enodo Economics. She is also senior fellow on Chinese economy at the Asia Society Policy Institute's Center for China Analysis

Xi's strategy can succeed only if it doesn't kill off the incentive of the middle class to get on in life

economy's Achilles heel. Household consumption is just 37 per cent of GDP compared with 68 per cent in the US. More spending is crucial to revive China.

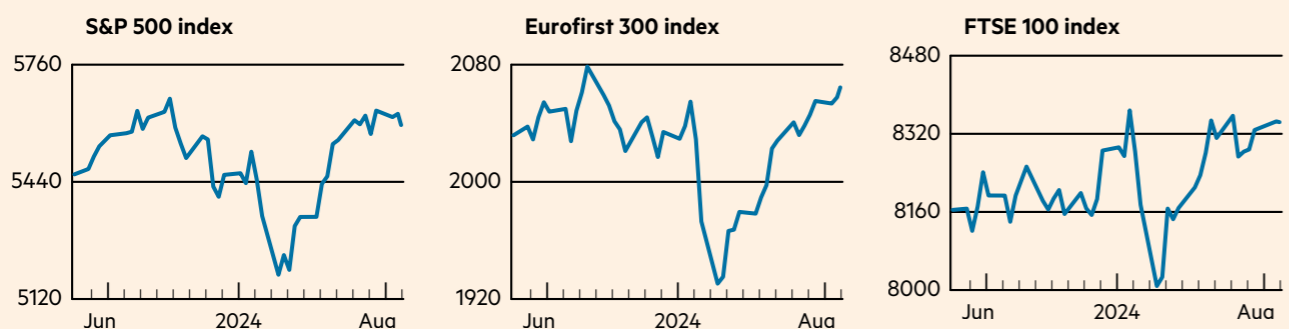
The finance sector is just Xi's latest target. He has previously clamped down on internet platform companies, the after-school tutoring sector and the real estate sector. It is all part of Xi's sweeping mission to narrow China's wide income and wealth gap.

But Xi's strategy can succeed only if it doesn't kill off the incentive of the well-educated middle class to get on in life. In China, the Communist party largely determines interest rates, exchange rates and the flow of credit to companies and households. It is thus able to channel people's savings to those parts of the economy that best serve its interests.

Markets update

	US	Eurozone	Japan	UK	China	Brazil
Stocks	S&P 500	Eurofirst 300	Nikkei 225	FTSE100	Shanghai Comp	Bovespa
Level	5595.07	2064.49	38371.76	8343.85	2837.43	136624.11
% change on day	-0.55	0.33	0.22	-0.02	-0.40	-0.11
Currency	\$ index (DXY)	\$ per €	Yen per \$	\$ per £	Rmb per \$	Real per \$
Level	101.118	1.113	144.515	1.322	7.127	5.526
% change on day	0.563	-0.358	0.184	-0.151	-0.040	0.550
Govt. bonds	10-year Treasury	10-year Bund	10-year JGB	10-year Gilt	10-year bond	10-year bond
Yield	3.830	2.257	0.890	4.072	2.162	11.319
Basis point change on day	-1.850	-3.200	1.470	0.200	-1.700	1.900
World index, Commods	FTSE All-World	Oil - Brent	Oil - WTI	Gold	Silver	Metals (LMEX)
Level	545.26	78.88	74.78	2508.55	29.90	4143.70
% change on day	-0.36	-0.84	-0.99	-0.11	1.58	1.23

Main equity markets



Biggest movers

	US	Eurozone	UK
Up	Insulet 3.90	Ageas 3.91	Coca-cola Hbc Ag 3.06
	Bristol-myers Squibb Co 2.93	Oci 2.89	Bae Systems 2.12
	Bio-rad Laboratories Inc Class A 2.29	Philips 2.04	Gsk 2.07
	Gilead Sciences 1.97	Ferrovial 1.86	United Utilities 1.79
	Int Flavors & Fragrances 1.92	Brenntag 1.75	Aviva 1.45
Down	Super Micro Computer -25.08	Hugo Boss -2.28	Antofagasta -5.97
	Bath & Body Works -5.76	Coloplast -2.12	Jd Sports Fashion -4.05
	Jm Smucker (the) -5.48	Tenaris -1.65	Natwest -3.26
	Lululemon Athletica -4.40	A.p. Moller - Maersk B -1.64	Endeavour Mining -2.87
	Micron Technology -4.27	Swatch -1.54	Barclays -2.74

Automobiles

BYD's earnings growth slows despite record output after 'fierce domestic competition'

GLORIA LI — HONG KONG

China's largest electric-vehicle maker BYD reported a sharp slowdown in earnings growth for the first half, as a prolonged price war has hit companies in the world's largest car market.

Net profits for the six months to June 30 were Rmb13.6bn (\$1.9bn), up 24 per cent from a year earlier, the company said in a stock exchange filing yesterday. That compared with a threefold surge in first-half profits in 2023.

The Shenzhen-based group overtook Honda and Nissan to become the world's seventh-biggest carmaker by sales volume in the three months to June. However, the record delivery of 98,000 units in the quarter translated into lower-than-expected revenues of Rmb176.2bn, according to Financial Times calculations.

BYD's integration of various parts of its supply chain, extending from battery to computer chip production, has long given the group an edge to push down

costs. The company rolled out multiple rounds of price cuts since the start of the year, taking some of the brand's hybrid models into the low-budget segment below Rmb100,000, dominated by petrol-powered cars made by foreign brands.

China's auto industry is faced with a "complex macro environment" and "greater inventory pressure", said the Warren Buffett-backed company's management, acknowledging the challenges in an interim report.

"Fierce domestic competition is eroding Chinese EV makers' profitability despite strong demand. This challenge, along with their desire to build scale, are driving them to expand to overseas markets," said Gerwin Ho, a vice-president at Moody's Ratings.

However, the outlook for Chinese EV makers' global expansion has been complicated by tariffs introduced by western countries. Canada on Monday became the latest country to increase tariffs on imported China-made EVs,

following similar actions by the US and the EU.

BYD's management yesterday said it would continue to provide global consumers with "differentiated and competitive products and quality services" despite rising "protectionism".

"Barriers against more competitively priced Chinese EV imports erected by the US and EU are pushing Chinese EV makers to focus on emerging markets," added Ho.

In July, BYD opened its first wholly owned overseas factory in Thailand and signed a partnership with Uber to bring 100,000 EVs to the ride-hailing platform's fleets around the world.

The group expects "nearly half" of its sales to come from overseas markets in the future, executive vice-president Stella Li told Bloomberg. In the first seven months of 2024, BYD sold 270,000 cars overseas, on track to meet its full-year target of 500,000 units that accounts for about 14 per cent of its overall total.



Due Diligence Forum

A reflective and thoughtful space to better understand the world of finance and business

The FT Due Diligence Forum is an exclusive community for business leaders.

The forum offers:

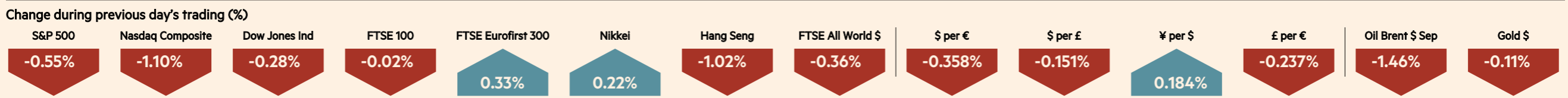
- A series of dinners curated by FT editors
- World-class speakers who provide unique insights and perspectives on long-term strategic issues facing the world of finance and business
- An opportunity for high-level networking and knowledge-sharing with experts and leaders from a range of industries and sectors

Get involved at forums.ft.com/due-diligence-forum

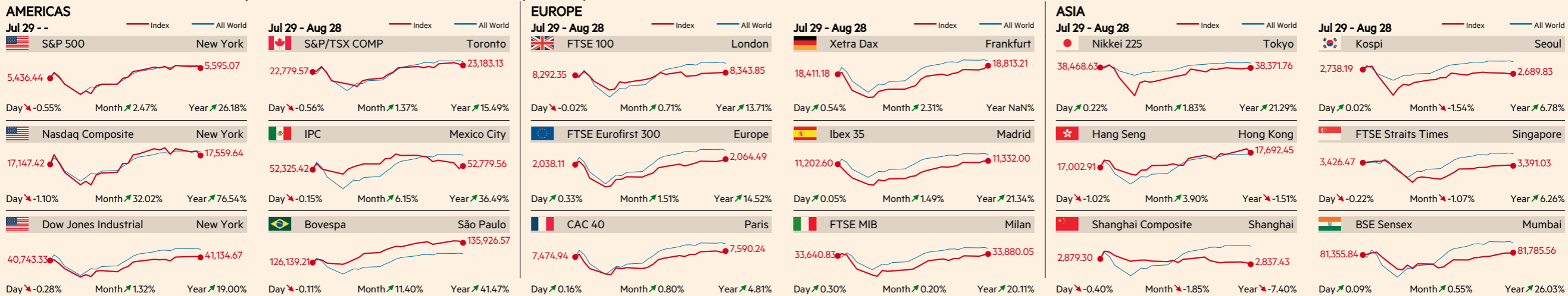
MARKET DATA

WORLD MARKETS AT A GLANCE

FT.COM/MARKETSDATA



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



Country	Index	Latest	Previous	Country	Index	Latest	Previous	Country	Index	Latest	Previous	Country	Index	Latest	Previous	Country	Index	Latest	Previous				
Argentina	Merval	160695.80	161613.16	Cyprus	CSE MXP Gen	68.46	68.46	Italy	FTSE Italia All-Share	36066.45	36075.43	Philippines	Manila Comp	6598.01	6597.41	Taiwan	Weighted SP	18915.54	18942.30	Cross-Border	EU Global Titans (S)	673.60	677.78

STOCK MARKET: BIGGEST MOVERS

AMERICA	ACTIVE STOCKS	stock	close	Day's	change	LONDON	ACTIVE STOCKS	stock	close	Day's	change	EURO MARKETS	ACTIVE STOCKS	stock	close	Day's	change
Nvidia	429.5	429.5	429.5	2.81	Shull	206.2	206.2	206.2	206.2	206.2	206.2	Nestle N	368.20	368.20	368.20	368.20	368.20

UK MARKET WINNERS AND LOSERS

FTSE 100	price	%Chg	price	%Chg	FTSE 250	price	%Chg	price	%Chg
Winners	3462.00	8.2	8.5	0.3000	6.2	2.89	2.9	2.9	2.9
Losers	142.29	-1.33	-0.83	0.0000	-0.83	0.0000	-0.83	0.0000	-0.83

CURRENCIES

DOLLAR	EURO	POUND	Day's	change	DOLLAR	EURO	POUND	Day's	change
Aug 28	Currency	Closing	Mid	Day's	Change	Closing	Mid	Day's	Change
Argentina	Argentine Peso	849.2500	0.4653	1.056158	-2.9038	1254.3940	-1.2370	Indonesia	Indonesian Rupiah

FTSE ACTUARIES SHARE INDICES

FTSE 100	FTSE 250	FTSE 350	FTSE 400	FTSE 500	FTSE 600	FTSE 700	FTSE 800	FTSE 900	FTSE 1000
2861.90	2639.40	2813.00	2788.60	2775.30	2775.30	2775.30	2775.30	2775.30	2775.30

FT 30 INDEX

FT 30	May 08	May 07	May 06	May 05	May 04	May 03	May 02	Yr Ago	High	Low
2861.90	2639.40	2813.00	2788.60	2775.30	2775.30	2775.30	2775.30	2775.30	2775.30	2775.30

FTSE SECTORS: LEADERS & LAGGARDS

Year to date percentage changes	Consumer Goods	Utilities	Healthcare	Financials	Real Estate
8.92	8.92	8.92	8.92	8.92	8.92

FTSE 100 SUMMARY

FTSE 100	Closing	Day's	Change	FTSE 100	Closing	Day's	Change
3160	3160	3160	3160	3160	3160	3160	3160

FTSE Sector Indices

Non Financials	5478.17	0.07	5065.38	5474.17	5463.21	4873.71	3.39	1.77	16.68	131.14	10550.95
----------------	---------	------	---------	---------	---------	---------	------	------	-------	--------	----------

UK COMPANY RESULTS

Company	Turnover	Pre-tax	EPS(p)	(Div)	Pay day	Total
Anglo British	Int	391.740	25.789	32.384	18.563	0.060
Arch Chemicals	Int	351.449	314.023	69.390	66.115L	0.000

UK RECENT EQUITY ISSUES

Company	Issue	Issue	Stock	Close	Mkt
Anglo British	181.0	20.0	TS&C PLC	139.0	139.0
Arch Chemicals	2796.0	1284.0	TS&C PLC	139.0	139.0

UK RIGHTS OFFERS

Amount	Latest	date	High	Low	Stock	closing
0.00	0.00	0.00	0.00	0.00	0.00	0.00

Figures in £m. Earnings shown below. Figures in light text refer to your corresponding period year earlier.

FTSE 100 summary: Includes details on turnover, earnings, and market performance for various sectors.

UK recent equity issues: Includes details on company names, issue amounts, and market data.

Further information is available on www.ftse.com and FTSE International Limited. 2013. All Rights Reserved. 'FTSE®' is a trade mark of the London Stock Exchange Group companies and is used by FTSE International Limited under licence.



Data provided by Morningstar | www.morningstar.co.uk

MARKET DATA

FT500: THE WORLD'S LARGEST COMPANIES

Main market data table with columns for country, company name, price, change, and various financial metrics. Includes sections for FT500, FT 500: TOP 20, FT 500: BOTTOM 20, and various international indices.

Table of interest rates for various countries and currencies, including US, UK, Euro, and JPY.

Table of bond indices showing performance metrics for various bond categories like High Yield, Emerging Market, and Government.

Table of volatility indices for different regions and market segments, including VIX and other volatility measures.

Table of UK cash market data, including gilts and other UK government securities.

Table of interest rates for the market, showing rates for various instruments and currencies.

Table of credit indices, including market traxx and other credit-related performance metrics.

Table of commodity prices for various raw materials and energy sources.

Table of FTSE UK FTSE Actuarial Indices, providing data on various actuarial measures.

Table of bond indices linked to various market segments, showing performance and yields.

Table of ten-year government spreads for various countries, comparing yields and spreads.

Table of commodity prices, including energy, metals, and agricultural products.

Table of yield indices for various countries and currencies, showing current and historical yields.

Table of commodity prices, detailing prices for various commodities like oil, gas, and metals.

Table of bond indices, providing a comprehensive overview of different bond market segments.

Table of commodity prices, listing prices for a wide range of raw materials and energy.

Table of yield indices, showing yields for various countries and currencies over different periods.

Table of commodity prices, including prices for various types of oil and gas.

Table of bond indices, detailing performance and yields for various bond categories.

Table of commodity prices, providing prices for various metals and minerals.

Table of yield indices, showing yields for various countries and currencies.

Table of commodity prices, including prices for various types of coal and other fuels.

Table of bond indices, providing data on various bond market segments.

Table of commodity prices, listing prices for various types of oil and gas.

Table of yield indices, showing yields for various countries and currencies.

Table of commodity prices, including prices for various types of oil and gas.

Table of bond indices, providing data on various bond market segments.

Table of commodity prices, listing prices for various types of oil and gas.

Table of yield indices, showing yields for various countries and currencies.

Table of commodity prices, including prices for various types of oil and gas.

Table of bond indices, providing data on various bond market segments.

Table of commodity prices, listing prices for various types of oil and gas.

Table of yield indices, showing yields for various countries and currencies.

Additional market data and commentary for the FT500 and other indices.

Additional market data and commentary for the FT 500: TOP 20 and BOTTOM 20.

Additional market data and commentary for the FTSE UK FTSE Actuarial Indices.

Additional market data and commentary for the yield indices and other market segments.

MANAGED FUNDS SERVICE

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Algebris Investments and Blue Whale Growth Fund.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Algebris Investments Regulated.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Blue Whale Investment Funds ICNAV.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Candriam Investors Group.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes The Antares European Fund Limited.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Brooks Macdonald International Fund Managers Limited.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Cantab Asset Management Ltd.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Artemis Fund Managers Ltd.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Dodge & Cox Worldwide Funds.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Foord Asset Management.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Artemis Fund Managers Ltd (1200)F.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Brown Advisory.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Dodge & Cox Worldwide Funds - Global Bond Fund.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Ashmore Group.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes CG Asset Management Limited.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Guinness Global Investors.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Ashmore Group (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Candriam Investors Group.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Guinness Global Investors (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Atlantias Sicav.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Candriam Investors Group (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Guinness Global Investors (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Emerging Mkts NAV.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Janus Henderson Global Equity Fund.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Janus Henderson Global Equity Fund (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Fundsmith Equity Fund.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Guinness Global Investors (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Guinness Global Investors (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Janus Henderson Investors.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Janus Henderson Global Equity Fund (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Janus Henderson Global Equity Fund (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Janus Henderson Global Equity Fund (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Marwyn Asset Management Limited.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Milltrust International Managed Investments ICNAV.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Milltrust International Managed Investments SPC.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Ministry of Justice Common Investment Funds.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Mirabaud Asset Management (continued).

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Ruffer LLP (1000)F.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Rubric Global UCITS Funds Plc.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Stonehage Fleming.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Stonehage Fleming Investment Management Ltd.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Superfund Asset Management GmbH.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Tocaland Asset Management LLP.

Table with columns: Fund, Bid, Offer, Div./Yield. Includes Troy Asset Mgt (1200).

Data Provided by Morningstar. www.morningstar.co.uk

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

Guide to pricing of Authorised Investment Funds. (compiled with the assistance of the IMA.)

Exit Charges. The letter E denotes that an exit charge may be made when you sell units.

Time. Some funds give information about the timing of price quotes.

The symbols are as follows: 0001 to 1100 hours; 1101 to 1400 hours; 1401 to 1700 hours.

Charges for this advertising service are based on the number of lines published and the classification of the fund.

Large advertisement for Financial Times Managed Funds Service, featuring logos, headlines like 'MANAGED FUNDS SERVICE', and images of financial reports and charts.

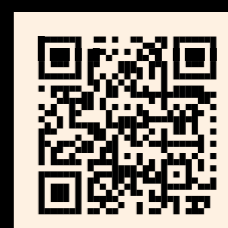


UKRAINE:

Help people forced to flee

Go to
www.unhcr.org/donateukraine
to give what you can today

Scan this QR code
to donate online



ARTS

'I want listeners to feel like they can dream'

Saxophonist Nubya Garcia believes our relationship to music and the way we hear it has changed. She talks to Emma Russell

Nubya Garcia doesn't want to talk on the dance floor. "If we're at a sound system and it's dub and reggae, if I'm at a club or I'm at a gig, I don't mind a couple words here and there or a sentence but I am not having a deep meaningful chat with you," the saxophonist says with a hearty laugh. "Let yourself be there and listen."

Garcia hopes to bring back the art of collective listening with the release of her second album, *Odyssey*, in September. The album will also be played as part of an "immersive audio experience" in a central London space, along with a film showing behind-the-scenes imagery from the album's creation. That means starting from the first track and exploring how the tension rises and falls in the room, ideally reaching a state of euphoria.

"I've obviously heard the record a million times. I've mixed it, mastered it and written the thing, but it sounds different in every single room," she says. "You pick up on different things. The way that someone sways or has their eyes closed reaches someone else."

At the All Points East festival in east London earlier in the month, Garcia's presence transformed the music too: commanding the sun-saturated stage in a glistening earth-toned dress, she flicked her long blonde hair out of the way to play powerful, dub-inflected jazz harmonies on her saxophone. Garcia started with the title track of her debut album, *Source* — a love letter to sound-system culture, calypso and soca — before a medley that built up to the energy of "Triumphance", which closes her new album.

"There's a joy in knowing when you're performing, it's never going to be like



Letting go: saxophonist Nubya Garcia
Danika Lawrence

that again," says Garcia at a studio in Kentish Town after the performance. "There's a freedom in being able to fully let go."

In recent years, London's buzzy young jazz scene has exploded. Musicians have gained mainstream traction at home

and abroad for their blend of hip-hop, cumbia, dancehall, Afrobeat and high-life with jazz. Today's sound draws on music from Africa and the Caribbean, as much as London itself. For Garcia, who grew up in a music-loving household in Camden with her Guyanese mother and British-Trinidadian father, it has meant drawing on the classical music her mum played, "which wasn't my bag then but it is now", as well as dub, reggae, funk, soul and Cuban music.

Her parents encouraged her to learn the violin at the age of three, and she soon took an interest in the piano and the clarinet her sister played. But the saxophone stole her heart at age 10. "It feels like the easiest and clearest way that I want to communicate musically," she says.

Around that time, Garcia began taking courses at Camden's Roundhouse music venue and with the publicly funded Camden Music Service, which helped get her first show at the Jazz Cafe when she was 12. Camden was "a really eclectic space" to come of age. She attended a plethora of gigs that helped her appreciate a wide spectrum of sounds: "It allows you to really imagine yourself as anything."

It is this sense of limitlessness that Garcia hopes people will experience when they're listening to *Odyssey*. "I want them to feel like they can dream, I want them to feel like their imagination knows no bounds and that whatever part of their journey they're on or within, that it can have as many twists and turns or yeses and nos. It doesn't mean that will stop them from continuing the journey."

Four years after *Source*, which was nominated for the Mercury Prize and drew on the sounds of Garcia's childhood, *Odyssey* is all about growth and discipline. It feels more melancholy and spiritual, tugging at the heartstrings with big beats and vast orchestral compositions. On the record, Grammy-winning singer-songwriter Esperanza Spalding writes haunting vocals to "Dawn",

'I'd never been in a place playing music with that many Black young people. I felt at ease immediately'

where she reflects on the story of Icarus, while Georgia Anne Muldrow soulfully croons about hope, purpose and dedication on the reverent "We Walk in Gold".

British singer-songwriter Richie Seiwright, who rose to prominence playing trombone for the jazz collective Kokoroko, adds buttery neo-soul. Garcia and Seiwright met through mentorship programme Tomorrow's Warriors, like many of the scene's most prolific musicians: Moses Boyd, Theon Cross, the original line-up of Kokoroko and Ezra Collective. "I'd never been in a place playing music with that many Black young people," she says. "I felt at ease immediately."

One of the core tenets of Tomorrow's Warriors was to create a safe space for female instrumentalists to thrive. The big, all-female jazz group Nérija, which Garcia was a part of, was born

from these sessions. But the mixed jams were just as important for building Garcia's jazz community: she has known her drummer Sam Jones since he was 14, her bassist Daniel Casimir a little later, and Joe Armon-Jones has played keys with her on and off since they were teens.

Garcia is thankful for all the opportunities she had as "a bursary kid" in the early 2000s: from the Roundhouse offering courses for £2 to Tomorrow's Warriors, which was free of charge. But the saxophonist points to the cuts in funding over the past decade and thinks now, "It's completely different." She taught classes at the Camden Music Service in her last year of university and says that "To see the real, tangible difference in resources was really sad." Whereas lessons used to be one-on-one, they were being taught in groups with too few instruments to go round.

Despite the growth of jazz, London has become a more difficult place for musicians, says the Music Venue Trust: from the cost of living crisis to noise complaints and post-pandemic hangover, gig venues closed at a rate of two a week nationally in 2023. Now, when musicians come to London and ask what's happening after the gig, "What can we say?" says Garcia. All the venues have shut. "This is the sleepest, early city."

"People need, want, love culture," she adds. "Music accompanies most parts of people's day and people's lives. You wouldn't have a quiet wedding or a quiet funeral. You wouldn't have a quiet party. But our relationship to it has changed, and somewhere along the way, people started to value it differently." That itself needs to change, she says. "I truly do believe that music is for everyone, and that includes, hopefully, what I do."

'Odyssey' is released on September 20 by Concord Jazz and can be heard at KEF Music Gallery, London, September 20-28, uk.kef.com. Nubya Garcia performs on September 19 at the ICA, London, ica.art



Nubya Garcia at London's All Points East festival in August — Joseph Okpako/WireImage

Touching romcom plays tricks with time

THEATRE

Shifters

Duke of York's Theatre, London

★★★★★

Sarah Hemming

At the start of this beautiful, funny two-hander by the Congolese British writer Benedict Lombe, Dre is at his grandmother's funeral, talking us through the best tactics for filling your plate at the buffet. Timing is of the essence, he warns: "I look up, just in time to see the disappointed, frozen smile on the face of a guest who just figured this out, and I think: Too slow."

He could just as well be talking about his love life: Des, the woman he has loved since he was 16, still haunts him at twice that age. After years of dancing round each other, they did get together, only to part painfully in their twenties. So when Des walks into the reception, time stands still. And when the pair go back to his Nana's house, shifting boxes and working through a bottle of whiskey, the past comes rolling in.

Lombe's play is a romcom, one of several new shows on the London stage that play with that genre, including *Two Strangers* (Carry a Cake Across New York) and *Peanut Butter & Blueberries*. It shares qualities too with Nick Payne's time-twisting drama *Constellations*, using the flexibility of live theatre to collapse the distance between past and present. But Lombe has a warm, seductive style of her own, slipping from sharp comedy to meditative soulfulness in an instant. In Lynette Linton's deftly modulated production, the show plays like a piece of

jazz, looping back and forth between past and present, returning to one highly charged encounter in particular.

It's hard to imagine it better performed than by Heather Agyepong (Des) and Tosin Cole (Dre), who build up a wonderfully intimate rapport with the audience, even in this bigger space (the production premiered at the small-scale Bush Theatre, where Linton is artistic director). They shift seamlessly from being gawky 16-year-olds — as Dre says, "two little Black kids destined to oppose each other", she all prickly intelligence, he all blustering charm — to their wiser, weightier 32-year-old selves and everything in between.

Cole drops wisecracks with pinpoint accuracy, and does the same with a piece of bombshell news. Agyepong is less impulsive, but gradually unfolds

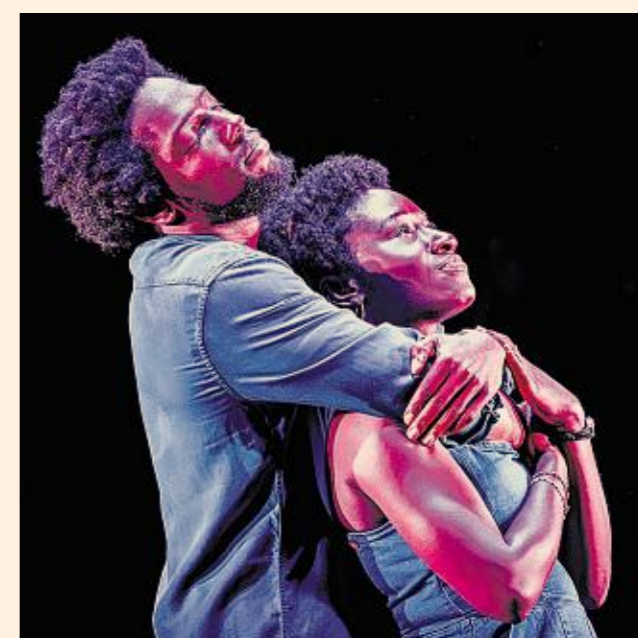
the personal history which has made her that way.

Both use body language expertly, not least when they are trying to best each other in a Nigerian-Congolese dance-off. And as the play pieces together their shared history, we begin to see the pressures, complex heritage and family traumas that have shaped them.

Alex Berry's simple open set keeps us in a sort of timeless limbo, props concealed in black boxes alongside the memories they evoke. Neil Austin's overhanging array of fluorescent light tubes switch colour to flip us between scenes from the past and the present, and to shape the mood.

It's another gorgeous winner from Linton and her theatre.

To October 12, shifterstheplay.co.uk



Tosin Cole and Heather Agyepong in 'Shifters'
Marc Brenner



BLACK BRITISH BUSINESS AWARDS



FINANCIAL TIMES

FINANCIAL SERVICES FINALISTS

Honouring Black talent in financial services, we are proud to showcase finalists who excel in areas such as fintech, insurance, wealth management, venture capital, retail and investment banking. These game changers and innovators are shaping the future, and we're excited to celebrate their achievements.



Jeffrey Krampah-Williams
National Key Account Manager
Santander



Khalia Ismain
Black Entrepreneurs Programme Manager
Lloyds Bank



Yinka Baruwa
Credit Portfolio Manager
Wells Fargo



Ize Idemudia
Managing Director
Morgan Stanley



Oliver Gayle
Managing Director
Barclays



Rob Anarfi
Group Chief Risk Officer
Beazley plc

The winners will be revealed on Friday, 11 October 2024 at the InterContinental London Park Lane. This will mark the 11th year of The Black British Business Awards.



#BBBAWARDS

#NEXT

#BBBA11

FT BIG READ. AFRICAN ECONOMY

Benin is trying to achieve what few countries on the continent have managed: transform its prized raw materials into finished goods and put the nation on the path to long-term prosperity.

By David Pilling

The economic promise of the T-shirt

A plain cotton T-shirt is a pretty ordinary item of clothing. But for Benin, a sliver of a country on the west coast of Africa with little manufacturing tradition, it could be the start of an industrial revolution.

"We call it farm to fashion," says Ramakrishnan Janarthanan, chief development officer at Arise Integrated Industrial Platforms, a Dubai-based industrial group that is investing €550m in textiles and apparel alongside Benin's sovereign wealth fund and a consortium of local cotton-ginning companies.

The T-shirt, Janarthanan explains, holding up the modest-looking item, has come from cotton that has been grown, picked, ginned, spun, woven into fabric and dyed in Benin, before being cut and stitched. "Can you imagine there are so many processes before you make a shirt? We want to capture the whole value chain," he says.

The apparel industry, which relies on cheap labour once machines have churned out the yarn and fabric, has long been considered one of the most accessible rungs on the ladder of industrialisation, drawing workers from the countryside into factories and putting countries on the road out of poverty.

Benin, a nation of 13m people, is trying to achieve what few African countries have managed: systematically transform raw materials – not just cotton, but also raw cashew nuts, soya, shea and even human hair for wigs – into finished goods. Until now, like many poor countries, Benin has been trapped in a trading pattern in which it sells cheap raw commodities and imports expensive finished goods.

"The industrialisation that we see now is part of a strategy to build prosperity to our people," says Romuald Wadagni, the finance minister, a former Deloitte consultant brought into government to help push Benin into the manufacturing age.

Virtually its entire cotton crop, of about 300,000 tonnes of lint cotton, is exported raw, mostly to Bangladesh, where it is transformed into clothing for the world's \$1.5tn fast-fashion industry. In selling raw cotton, Benin, Africa's biggest producer, is missing out on more than 90 per cent of the value, according to industry experts.

Twenty years ago, the economist Pietra Rivoli, in her book *The Travels of a T-Shirt in the Global Economy*, described the cotton mill and the sweatshop as "the ignition switch for the urbanisation, industrialisation and economic diversification that followed".

Arkebe Oqubay, a government official who was in charge of Ethiopia's successful, if stalled, attempt to build a shoe and clothing export industry, says that the UK, Germany, Japan, South Korea and China all began their journey towards prosperity via textiles, an industry that has recently triggered economic take-off in countries such as Bangladesh.

"If any country is thinking of industrialisation, garments is the most important avenue," he says, adding that the apparel industry is uniquely capable of absorbing what he estimates to be the 30m new jobs Africa's bulging young population needs each year.

In the Glo-Djigbé industrial park north of Cotonou, Benin's commercial capital, the vast air-conditioned integrated textile factory – at 160,000 sq metres equivalent to about 22 football pitches – is filled with rows of whirring machines from Switzerland, Germany and Japan. More than a thousand new recruits are cutting and sewing fabric that is being produced at the rate of 50,000 kilos a day. "If you see a modern factory anywhere in the world, you'll see exactly the same," Janarthanan says.

"Today 1,000 people are working here. They did not have these jobs or these skills before," says Letondji Beheton, chief executive of the company that manages the 1,650-hectare industrial zone, a joint venture between Arise and the government of Benin. "This is how you transform a country."

Industrialisation in Africa has been a mantra for decades. But in reality, many countries on the continent have gone backwards as their fragile manufacturing sectors have buckled under global competition, especially from China.

Poor roads, corrupt and inefficient ports, lack of power, the high cost of capital and an elite that is often more interested in extracting rent from raw materials or import-export licences have done the rest.

According to the World Bank, the



The apparel industry, which relies on cheap labour, has long been considered one of the most accessible rungs on the ladder of economic development, drawing workers from the countryside into factories

FT montage/Getty Images/ Yanick Folly

'Can you imagine there are so many processes before you make a shirt? We want to capture the whole value chain'

percentage of manufacturing value added in GDP for sub-Saharan African states, excluding high-income countries, has fallen from 18 per cent in 1981 to 11 per cent in 2023. Benin, with a GDP per capita of about \$1,400 at market prices, is only at 10 per cent.

A few African countries are bucking that trend. Mauritius, now a high-end tourist destination and financial services hub, began its journey from poverty to upper-middle-income status via the apparel sector. It now has a GDP per capita above \$11,000.

Botswana, another upper-middle-income country, with a GDP per capita of \$7,200, has achieved relative success through its diamond industry. Instead of exporting uncut diamonds, it has struck progressively better deals with diamond company De Beers to ensure that value-added activities, such as cutting and polishing, is done at home.

In north Africa, Morocco has combined excellent infrastructure, skilled labour and easy access to European markets to build a competitive auto and aerospace industry from scratch.

Benin, under President Patrice Talon – a business tycoon known as the "King of Cotton" for his involvement in the industry – is trying to emulate these success stories. The textile and apparel factory in Glo-Djigbé, which will also produce bed linen, towels and garments such as polo shirts and leggings, is part of a national industrialisation strategy intended to quintuple the country's manufacturing capacity by 2030.

The finance ministry estimates that manufacturing contributes 9.8 per cent to GDP, but says that more than two-thirds of this is artisanal manufacturing. The formal industrial sector, restricted to a few activities such as cotton ginning, contributes only 3 per cent to GDP. If the entire cotton crop were processed into apparel, it would add \$12bn to Benin's \$17bn economy, experts say.

Talon says the country's politicians

and business class has traditionally lacked the ambition to industrialise, finding easier profits in trading. "Leaders were always willing to take commissions on the trade of raw materials. They never tried to get into the transformation phase," he says. "We want to change that."

Though the president, now in his

45 days Time it takes to ship raw cotton to Asia from Benin to be processed	6% Benin's average annual growth rate since Patrice Talon became president
---	--

second term and thought to be contemplating a third, has been criticised by the opposition for curbing civil liberties and stifling democracy, his administration has won grudging praise for its nonsense, business-friendly style that some compare with Rwanda's president Paul Kagame. Talon's government has simplified the formalities for registering a business, brought in one of Africa's quickest visa procedures, offered incentives to foreign investors and upgraded infrastructure, including roads, power and Cotonou port.

Since Talon became president eight years ago, Benin's growth rate has rarely dipped below 6 per cent, even during the Covid pandemic, making it one of the continent's best-performing economies. Beheton, who runs the Glo-Djigbé industrial zone, vouches for the president's pro-business attitude. "If I call him, I'll say, 'Mr President, we are having this issue.' And he's available 24/7. You can call him at night," he enthuses.

The government, according to the managers at the textile factory, has helped solve many potential obstacles. It supplies electricity at a competitive eight cents a kilowatt hour and has established an on-site one-stop shop to smooth the licence procedures and co-ordinate various government

departments. "No more going here and there to avoid any corruption or administrative issues," says Herbert Semassa Moutangou, the industrial zone's senior marketing officer, referring to endless stamps investors often have to obtain.

Gagan Gupta, founder and chief executive of Arise, which has invested in manufacturing in 11 African countries, says Benin's government has impressed him with its seriousness. In just 18 months, five factories have been built to transform the country's entire crop of cashew nuts into packaged goods. Previously they were all sent to Vietnam for processing and packaging, but this change increases their value to Benin's economy 10-fold, he says.

Textiles is the big play, says Gupta, who claims Benin can become a significant textile hub for Europe, the Americas and West Africa. The fact that its cotton is rain-fed, not irrigated, and that raw cotton does not have to spend 45 days on a ship to factories in Asia and 45 days on the return leg means "made in Benin" garments will be up to two-thirds less carbon intensive, he says.

As Europe erects barriers to discourage carbon-intensive goods, that ought to become a competitive advantage. The Arise factory will embed a pigment into its fabric that acts like a serial code containing supply chain information, using a patented technology called Fibre-Trace. Gupta says this will provide buyers with assurances over issues like farm labour and pesticide use.

Arise says Benin's workers have already reached productivity levels on a par with Bangladesh and Sri Lanka and command similar wages of about \$14 a month, up to a third cheaper than for similar jobs in China.

Gupta says the factory has already shipped orders for garments such as shirts and trousers to The Children's Place, a US clothing outlet, and Kiabi, a French fashion chain. For woven towels and bedsheets, there are "expressions of interest" from Carrefour, El Corte Inglés, Walmart and others. It has also been making camouflage uniforms for Benin's army far more cheaply than its previous supplier. "In the end you need to be able to produce competitively on a global scale," Gupta says. "Otherwise all this is just a good photo op."

Even if Arise meets its targets, it will only be transforming 40,000 tonnes, or about 15 per cent, of Benin's cotton crop by the end of 2026. To meet Benin's goal of manufacturing its entire cotton crop at home would mean attracting investments in around 25 new factories.

Oqubay, who ran Ethiopia's industri-

'In the end you need to be able to produce goods on a global scale. Otherwise all of this is just a good photo op'

alisation drive and is now an academic at Soas University of London, is sceptical about Benin's chances. Building a manufacturing sector from scratch, he says, adding that scale, single-minded determination and constant adjustment of strategy are required.

Ethiopia – with 120m people and cheap hydroelectric energy – made steady progress in apparel, leather and shoes, but its success was interrupted by war and its subsequent removal in 2022 from tariff-free access to the US market under the African Growth and Opportunity Act, a heavy blow.

Even before that, it took years of study, experimentation and false starts to get an industry off the ground, Oqubay says. He questions Benin's integrated factory approach, saying it is better to get specialist investors in yarn and fabric to create economies of scale. "My understanding of Benin is that the investment is too small, but it could be a good beginning," he says. "There is no single prescription you can read from a textbook. You need to be pragmatic."

Joe Studwell, who is writing a book on African industrialisation, says he has not studied Benin's efforts specifically. But, he argues, African countries, after years of expanding education, have finally achieved the literacy levels, as well as the population densities, to begin much-delayed industrial take-off.

A big problem in many African countries, he says, has been weak leadership and bureaucracies that are far less competent than those that steered manufacturing revolutions in some Asian countries.

"States continue to be pretty hopeless, so an awful lot of what is happening is driven by the private sector," adds Studwell, an academic who has written extensively on factors leading to industrial take-off in Asian economies.

He singles out Bakhresa, a Tanzanian agricultural processor, with 15 product divisions, and Nigeria's Aliko Dangote, whose company has moved steadily up the industrial value chain, beginning with salt, flour and cement and ending up by building a \$20bn oil refinery, Africa's biggest.

Studwell says that, even without strong states, industrialisation can still occur. He cites Cambodia, where Chinese companies have invested as they have looked for lower-cost alternatives to manufacturing at home. "Cambodia is now exporting over \$10bn of textiles a year, not because they got their act together but because the Chinese needed somewhere to go."

Dani Rodrik, a Harvard economist, is more pessimistic about the chances of Benin, or any other country, emulating the growth-through-factories model that has been so successful in Asia.

In an age of automation, he argues, there will be fewer manufacturing jobs required for labour in low-cost countries. "The escalator of development has become much flatter."

Ha-Joon Chang, a South Korean economist who has also studied African industrialisation, disagrees. Manufacturing jobs are not disappearing, he says. He points to an academic study by Nobuya Haraguchi of the UN Industrial Development Organization showing that the manufacturing sector's employment and value-added contribution to global GDP has not changed significantly since the 1970s.

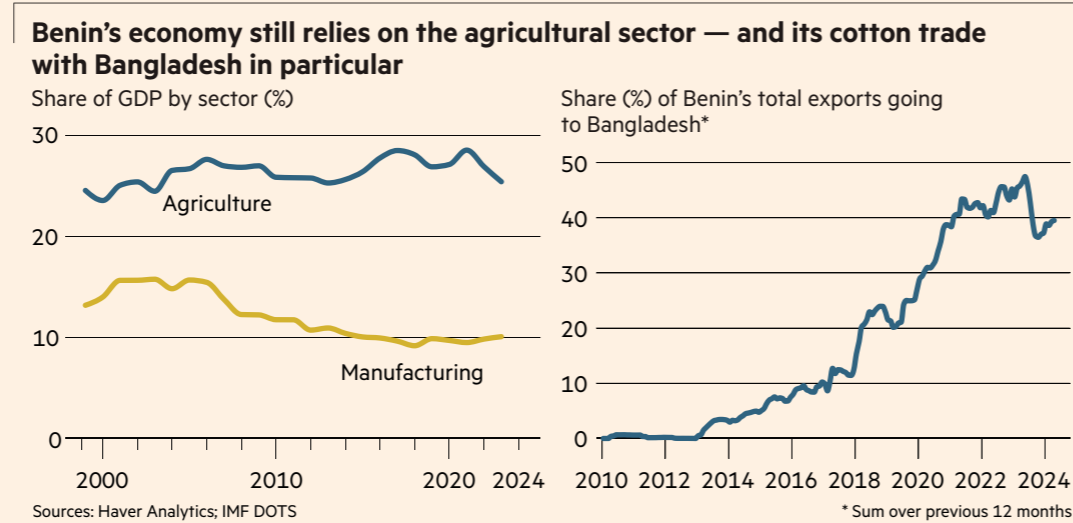
Chang says he also detects greater ambition among African governments to industrialise. "There are stirrings. And ambition is the start," he says.

Alongside its aspirations in textiles, factories in Benin's Glo-Djigbé will also produce ceramic tiles and, possibly, electric motorbikes, initially from knockdown kits. Packaging companies have started producing some, not all, of the plastic and cardboard needed to ship finished goods, though even apparently simple items for the apparel sector such as buttons, zips and labels are imported from China and India.

"When people tell me that none of these countries will amount to much, I always draw their attention to the fact that South Korea had less than half the per capita income of Ghana in the early '60s," Chang says. Today, it is eight times richer in purchasing power parity terms, a sign of what Chang says can be achieved through industrialisation.

There is nothing to prevent at least some African countries starting on an Asian-style trajectory, says Studwell. "I don't expect 55 countries to get their act together in unison," he adds. "But if five do, it will have a very positive demonstration effect."

Data visualisation by Keith Fray



Lex.

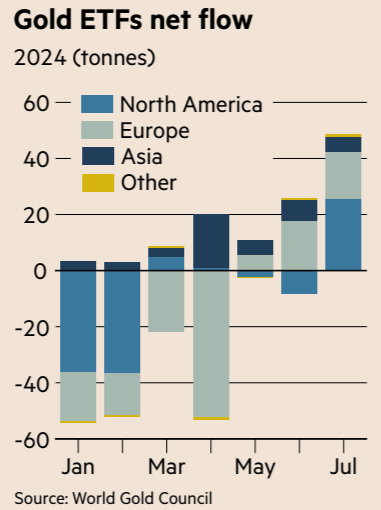


Simon Mundy
Virtual power plants offer demand-led route to achieving energy efficiency
➔ MORAL MONEY

This gold rush shows staying power beyond the rate cycle



If this year's rally in the gold price shows anything, it is that the precious metal is no longer inextricably tied to the interest rate cycle. But that doesn't mean lower rates will have no impact: talk last week at the Jackson Hole symposium in Wyoming of coming cuts will give gold some extra shine. Traditionally, gold is seen as a better investment when rates are low and when other asset classes are not up to much. By this token, it should have had a dim start to 2024 given the unexpectedly strong performance of US equities, the resilience of the economy and a delay to expected Federal Reserve rate cuts. Yet it has risen 22 per cent this year, outperforming the S&P 500, and has recently crossed \$2,500 a troy ounce. Clearly, there were some buyers out there whose main concern was not the opportunity cost of holding gold. Enter central banks, which in the first half of the year bought 483 tonnes of the precious metal, says the World Gold Council. That's the highest amount since the body started collecting data. It is hard not to attribute some of this colossal buying spree to the Russia-Ukraine crisis, and in particular to the freezing of Russian central bank assets that occurred in 2022. That, predictably, sparked a

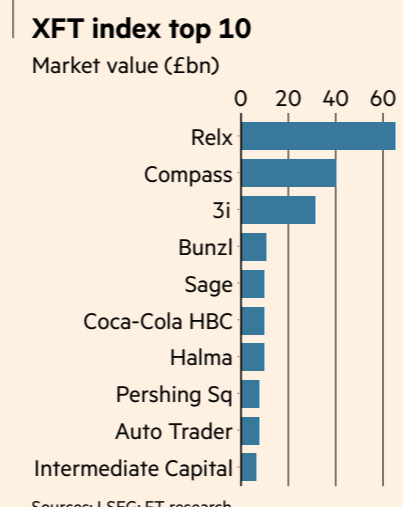


desire in large emerging economies to shift away from the dollar. While on a quarterly basis purchases will fluctuate — and indeed they were lower in the second quarter compared with the first — that looks like a structural tailwind for gold demand that is independent of everything else happening in the financial system. Overlaying this trend is the traditional portfolio rotation into gold, which occurs when interest rates fall. Rich individuals and financial investors have been filling their vaults. Inflows into gold-backed exchange traded funds resumed in May, and July was the third consecutive positive month with inflows of \$3.7bn. While this is cyclical rather than structural, it does not look like it will turn any time soon. The market whiplash this summer should also help drive interest in gold, insofar as it reawakens concerns about equity market volatility. There is, of course, many a scenario in which the gloss comes off the gold trade. An acceleration in the equity market rally, higher-for-longer rates and declining geopolitical risk could all conspire to reduce demand for the metal. But, as it stands, the case for all of these appears to lack lustre.

The UK businesses that demonstrate the sheer beauty of being boring

Plastic spoons and personal protective equipment are far from racy. But Boring Bunzl defied its nickname this week by upping profit guidance and announcing £250m of buybacks for this year. In response, shares in the distributor of dull but essential products for businesses rose as much as 9 per cent on Tuesday to a record. Bunzl is a member of Lex's XFT index, created in 2017 for a group of FTSE 100 groups that rarely generate eye-catching headlines but deliver steady, stable and outperforming returns for shareholders. In Bunzl's case, it continues to tick all of the boxes.

Lex wanted to see if its 2017 thesis still held. The XFT has been updated to 27 stocks. Included are those with two or fewer mentions in decent-length Financial Times articles in the past year. New entrants to the index include engineer Weir Group and IIM. Taking the index as a whole, Bunzl came eighth in terms of total returns over the past five years, delivering 93 per cent. It had a pandemic boost. This shows few signs of reversing. Revenues this year will be only a few hundred million below the £12bn peak reached in 2022, according to Visible Alpha estimates. What has changed is operating margins, for the better: they have moved up close to 8 per cent, helped by



US acquisitions, from 7 per cent in 2021. Buyout business 3i came top in the revamped XFT, as its Dutch discount retailer Action continued to churn out cash. In the past five years, 3i has generated returns of 250 per cent. Diploma, a supplier of technical bits and bobs such as wires and seals, was next. Its returns over the same period were 205 per cent. Like Bunzl, Diploma pursues a strategy of organic growth supplemented with bolt-on acquisitions.

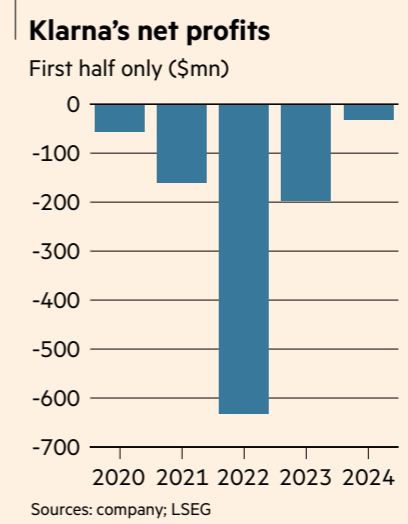
Long-term XFT members such as Sage and Relx were in the top 10. Halma and Compass, also both in previous iterations of the index, generated mid-table returns. Even with a few members making negative returns over five years, such as Premier Inn owner Whitbread, the XFT as a whole outperformed the wider FTSE 100. It rose 82 per cent versus the FTSE 100's 41 per cent over the past five years.

“There is no such thing as bad publicity” is an overused phrase. Lack of limelight continues to be a good thing for these reliable returners.

BNPL specialist Klarna cost-cuts its way into investors' good books

Investors in buy now, pay later companies are channelling Jerry Maguire, howling “show me the money!” at management teams. Sebastian Siemiatkowski, co-founder and chief executive of Swedish BNPL group Klarna, is listening. Results this week highlighted a rush to rip out costs and get profits up as the company prepares to go public. Klarna has suffered the same fate as others in the fintech sector. Rising interest rates took the shine off fast-growing business models as the focus inevitably shifted to profits. Worth \$46bn in 2021, Klarna's valuation fell to \$6.7bn just a year later. It has been working hard to get that number up. Second-quarter net losses were just SKr10m. That should put the group in better stead when it presses the button on an initial public offering, with a valuation goal of \$20bn.

Headcount reductions are getting



costs down — more than 5,000 employees have become just 3,800 in the past year. Siemiatkowski thinks the figure can go as low as 2,000. Losses do not appear to be hitting growth. Revenues of \$1.3bn in the first half were still more than a quarter higher than last year. Assume that Siemiatkowski is right about headcount levels, then operating margins would have been about 15 per cent in the first half, Lex estimates.

That should make Klarna an appealing proposition to any potential public market investors, especially given that rival BNPL group Affirm is not expected to generate positive earnings per share until 2028, according to analyst estimates on Visible Alpha. Australia's Zip is expected to make a small net profit this year.

Both companies trade on an enterprise value to forward revenue multiple of about five times, pretty much the top of the range for listed fintechs. A similar multiple would get Klarna close to its \$20bn target. On the current growth path, revenues will easily push through \$4bn by 2026 — from which Klarna should be able to extract a decent profit.

There are still plenty of reasons to be cautious. The first is competition, which is heating up. Klarna's take rate — how much it makes from each transaction — is still rising for now. Bad credit is another. Losses remain very low but the model at today's scale remains untested in an economic downturn. Then there are regulators that are tightening the screws on BNPL standards globally. The money is not in the bank just yet.

Chinese mythology games breathe life into Sony's PlayStation 5

Chinese mythology has become a hot topic for gamers. A game based on *Journey to the West*, one of the classics of Chinese literature, is breaking records and delivering an unexpected sales boost to Sony's PlayStation 5.

Sony is raising the price of its PlayStation 5 console by about 19 per cent to around \$550 in Japan, effective September 2. It is increasing prices of accessories, including its wireless controller and headset. During normal times, a rise of that size for the PS5 — given that it is nearly four years old — would not have been received well. The lifecycle of a console is typically about five years. Sales of the PS5 had started showing signs of slowing during fiscal 2023, with sales narrowly missing Sony's target of 21m units. This had been revised down from a previous forecast for 25m units.

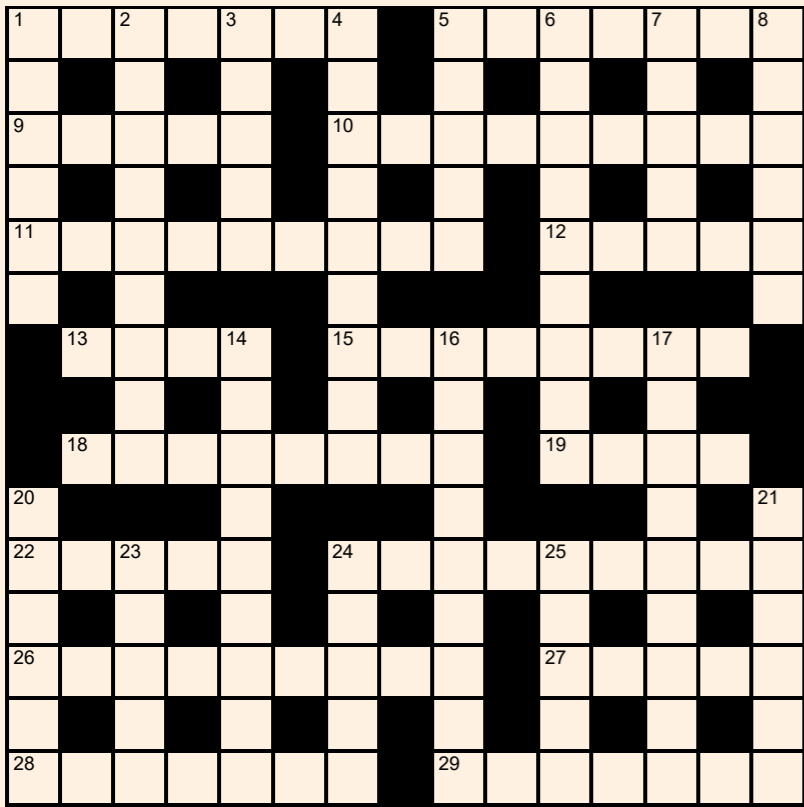
But Sony's timing works. Wages are increasing in Japan, with average base pay rising at the fastest pace in more than three decades earlier this year. Elsewhere, launches including shooting game *Helldivers 2* this year has sparked new demand for the PS5, making it the best-selling console in the US in July. In China, *Black Myth: Wukong*, an action role-playing game rooted in Chinese mythology, could also change sales expectations for the PS5. Sales had hit 10m copies within three days of its release last week, making it one of the fastest-selling games.

That has meant a surge in PS5 sales in China. PS5 transaction volumes more than doubled on Alibaba's platform during the week before the launch. That is a feat, given that China has historically been a relatively weak market for PlayStation sales. Mobile and PC games dominate the country's gaming market, with only about 15 per cent of China's gamers on consoles.

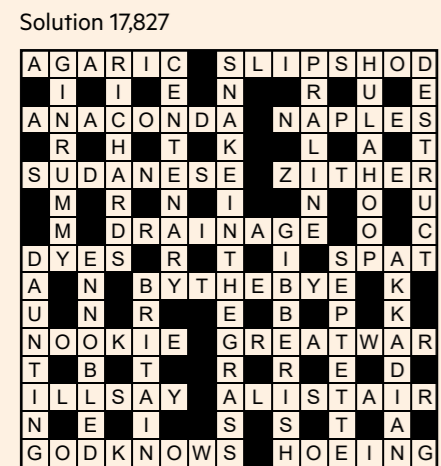
Sony's stock rose yesterday, bringing gains to 18 per cent in the past year. This reflects growth expectations for its gaming business. China's video games market has been expanding, with domestic revenue up 13 per cent to \$43bn last year. The number of gamers in the country rose to a record 668m. That should leave room for growth for Sony in the biggest gaming market.

NIKKEI Asia The voice of the Asian century

CROSSWORD No 17,828 by ZAMORCA



- ACROSS**
- 1 Dispute offset on company books (7)
- 5 Absurd version of Faust contains nothing unusual initially (7)
- 9 Sustain calm front amid potential ruin (5)
- 10 Waver when getting very big moggly to swallow vile tablet (9)
- 11 Satanists manipulated acolyte (9)
- 12 Flower of university leaving to go across water to study (5)
- 13 Beginning to berate fool in a low voice (4)
- 15 Beetle's white eggs found in bedroom (8)
- 18 Incredible case of baby rescue ending in ravine (2,6)
- 19 Spot agent on plane's wing (4)
- 22 Single unwanted worker's dismissed (5)
- 24 Starting to knit throw, find central section dead detailed (7,2)
- 26 European articles occasionally fail soldiers being shot at (5,4)
- 27 Joanna from the East End recalled working with first class priest (5)
- 28 Precipitous ladder evidently leads to church tower (7)
- 29 Friend races in phone company colours (7)
- DOWN**
- 1 Highlight first of cinemas having large high resolution film screen (6)
- 2 Required church head to go round area on trains (9)
- 3 Exchange or use cash in Italy (5)
- 4 Sore and disheartened Navajo rest after mounting legendary conflict (6,3)
- 5 Female champion's heading for Tyne Side (5)
- 6 Heard dog's sad woof echo in mournful story (4,2,3)
- 7 Speak of betrayer after love's finally gone (5)
- 8 Run through using underground channel to hide King (6)
- 14 Device to slow traffic succeeded and went with standard model set up (5,4)
- 16 See lover out quietly then wake up late (9)
- 17 Agent turning gun on soldier is disgusting (9)
- 20 Trains that French use work (6)
- 21 Sleep with Australian after brief kiss, ecstasy! (6)
- 23 Squeeze women's advantage (5)
- 24 Herb found amongst rustic hives (5)
- 25 Push salvageable PM into partially making a u-turn (5)



JOTTER PAD



Scan the QR code to access FT crosswords over the last 30 days — cryptic, Polymath, Weekend and Sunday puzzles — or go to ft.com/crosswordapp



BVLGARI
ROMA 1884

Get the business insights you need to succeed in Asia
Visit asia.nikkei.com

