

# Total starts biofuel plant in France to take on Eni and Neste



Total SA started production at a new biofuel plant in southern France, taking on rivals such as Neste Oyj and Eni SpA for a share of Europe's biodiesel market. The refinery, in La Mede near Marseille, will process vegetable oil, animal fat and used cooking oil to produce as much as 500,000 tonnes a year of so-called hydrotreated vegetable oil, or HVO, which is blended by distributors with diesel to meet government biofuel requirements.

However, the project has been criticised as it will use palm oil for almost half its main feed-stock at the start. "Our biorefinery will allow us to make biofuels in France that were previously imported," Bernard Pinatel, Total's head of refining and chemicals, said on Wednesday in a statement in

which he championed the role of biofuels in cutting carbon emissions. In a September report, Total said it wanted to take more than 10% of the European market for HVO production. It has spent €275mn (\$310mn) since 2015 transforming the unprofitable La Mede oil refinery into a biofuel plant, a conversion similar to one carried out by Italy's Eni in Venice. Finnish companies including Neste operate the most HVO capacity in Europe. Total's refinery has been controversial for its planned use of palm oil, whose production in countries such as Indonesia is slammed by environmental groups for causing deforestation.

Use of the oil also denies Total French tax breaks that apply to other renewable fuels, meaning the facility can't compete with European peers, Chief Executive Officer Patrick Pouyane has warned. The oil major has lobbied the government for a change of stance on the tax break, arguing that it's working with palm-oil producers that are certified under a European Union system that tracks sustainable practices and respect for human rights. Total's plant will use as much as 300,000 tonnes of palm oil a year, and at least 50,000 tonnes of French-grown rapeseed. An analysis by the Palm Oil Transparency Coalition shows European palm-oil importers are unlikely to be able to ensure that the products they sell are "deforestation-free" by a self-imposed goal of 2020. Only about a third of the palm oil imported into Europe by the survey respondents could be traced to the plantation it came from, according to the report.

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## **Kenya's first crude oil**

# export sparks demands over revenue sharing



MOMBASA, Kenya (Reuters) – Kenya exported its first crude oil on Monday, amid pointed speeches by local leaders asking the government to stick to its commitment to share revenues from future shipments equitably.

Although commercial production is years away, the discovery of oil has heightened expectations that citizens, especially those living adjacent to the deposits, will benefit.

President Uhuru Kenyatta in March signed into law a long-awaited petroleum bill that regulates oil exploration and production and outlines how revenues will be shared between the government, local communities and companies.

Of the revenues due to the state, the law allocates 20% to local government, 5% to the communities living where oil was found and 75% to the central government. An earlier draft gave 10% to the communities.

The law also says parliament will review the percentages within 10 years.

The law is required for large-scale oil production but was delayed by tussles between layers of government and residents of Turkana, the impoverished northern region where the oil deposits were found.

As the first shipment left Kenya's port of Mombasa, three governors, an oil executive and the president compared carving up the profits to sharing a goat.

"When you slaughter a goat, the owner of the goat is left with the leg," Turkana County deputy governor Peter Emuria Lotethiro said. "Turkana want their leg."

Tullow Oil estimates that Kenya's Turkana fields hold 560 million barrels of oil and expects them to produce up to 100,000 barrels per day from 2022.

London-based Tullow said it and its partners had to date invested \$2 billion in Kenya.

"Having spent \$2 billion, the joint venture partners will be able to get a bit of that goat. There is much more investment to come which will create jobs across Kenya," Tullow Chief Executive Paul McDade said.

Mining and Petroleum Minister John Munyes said approval to pump water from neighboring West Pokot County to pressurize oil wells had been granted. The deal is crucial for next year's final investment decision on proceeding to commercial production.

"By 2020 we should have the plans to let us proceed with the construction of the pipeline from Lokichar to Lamu," he said.

Monday's shipment was 250,000 barrels of oil. The crude was trucked to the port since there is no pipeline. The shipment's destination was not announced.

Tullow and partner Africa Oil discovered commercial oil reserves in Turkana's Lokichar basin in 2012. France's Total has since taken a 25% stake in the project.

About two weeks ago, Kenya and a group led by explorer Tullow picked trading company ChemChina UK Ltd to buy its first shipments. ChemChina UK's initial purchases are small-scale, with full commercial shipments due once the pipeline is built.

Writing by George Obulutsa; Editing by Kathariner Houreld and Dale Hudson

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# **The British Banking Dynasty That's Even Older Than the Rothschilds**



C. Hoare & Co. has been in business for more than three hundred years, and the family that founded it is still running the show.

By  
Tom Metcalf

In the U.K. there's old money, really old money and then there's C. Hoare & Co.

The London firm was started in 1672 by Richard Hoare and has tended to the affairs of diarist Samuel Pepys, poet Lord Byron and novelist Jane Austen. That's almost a hundred years older than the famous Rothschild dynasty, which was founded in the 1760s. After more than three centuries of continuous operation, the family still runs the show, overseeing about 4.4 billion pounds (\$5.6 billion) of deposits and sticking to a traditional way of doing business.

"You go in and you talk," said Islay Robinson, chief executive officer of Enness, a mortgage broker with dozens of high-net-worth clients who have borrowed from the bank. "They lend

their own money and tend to be able to come up with solutions that other banks can't."

The last of the 10th generation of partners retired last year, leaving the bank in the hands of six partners from the 11th generation who have continued its evolution. In March, they opened the first outpost outside London: a Cambridge office designed to serve existing clients but also attract entrepreneurs in a region known for bioscience and technology ventures.

Blending old with new has become vital for C. Hoare, rival Coutts and smaller competitors such as Raphaels and Weatherbys as they vie to serve wealthy clients. Independent banks are also striving to reconcile their highly tailored services to an industry where the prevailing trends are consolidation and rising regulation.

"It's a constant tension because part of what makes us completely different to the clearing banks is that we are smaller and more personable and more human and more relatable to customers," partner Alexander Hoare, 57, said during an interview in a meeting room festooned with cartoons. "We don't want to be herded and we don't want to grow. We want to be special."

C. Hoare is certainly different. The firm is an unlimited liability partnership, meaning the personal assets of the partners are fair game for creditors. Since at least 1994, the dividend has been fixed at 50 pounds per share or 6,000 pounds total. That's for a business with 26 million pounds of profit in the 12 months through March 31, 2019.

The restraint has built a valuable enterprise. The partnership's latest accounts show a book value of about 370 million pounds, putting the family among the U.K.'s richest on paper. But the Hoares said they have no interest in selling.

"If people were in it for the liquidity event, it would have

been sold a long time ago," said Rennie Hoare, 33, who became a partner last year.

His ancestor Richard Hoare first started to trade at the "sign of the golden bottle" in 1672 (it took another century for street numbering to be invented). He rose to dominate the City of London, dabbled in politics and was knighted by Queen Anne.

Succeeding partners furthered this success, so many of whom were named Henry that they accrued epithets like "Henry the Good," "Henry the Magnificent" and "Fat Harry" to distinguish them. While the family dodged the pitfalls associated with the third generation of ownership, the seventh generation's speculative investments proved more problematic, with partner Henry Junior putting money into ventures such as a steam-engine enterprise and a company in Canada that was supposed to revolutionize the leather trade with treated hemlock, according to a family history. The collapse of his personal finances forced him to resign in 1874.

"Our seventh generation got way too wealthy and burnt through a fantastic fortune," Alexander Hoare said. "There are two things that can destroy a family business: the business and the family, and they both have to be kept in order."

Hiccups aside, the firm's longevity speaks to the enduring strength of family businesses. A 2018 Credit Suisse Group report found that such businesses have outperformed the broader equity markets in the past decade. Certainly Hoare's conservatism proved an asset during the global financial crisis, when the strength of its balance sheet attracted a steady inflow of funds from troubled lenders like Royal Bank of Scotland.

"During the financial crisis, the smaller banks did extremely well," said Caroline Burkart, an associate partner at consulting firm Scorpio Partnership. "These family- and partner-owned firms were regarded as a safe haven."



C. Hoare's unbroken ownership also gives its partners perspective, with three centuries of experience helping make the perplexities of events such as Brexit seem less foreboding.

"In banking, the cycles do come around," said Bella Hoare, 50. "The reason we had a good crisis is that we hadn't forgotten the last one. My father's father had taught him the lessons from the 1929 crisis."

They've also seen plenty of their rivals disappear, one reason why they're careful in selecting partners. There are more than 2,000 living descendants of Richard Hoare and the sifting process to find suitable financiers starts pretty much the day a Hoare is born, current partners said. At the same time the bank employs a CEO from outside the family with Steven Cooper joining in January from Barclays Plc.

That blend of nepotism and professionalism mirrors the path between tradition and modernity the partners say they are walking to position the bank for the next era, which included selling the bank's wealth-management arm for 72 million pounds in 2016 to focus on its core banking business.

While the bank strives for personalized service, its structure and size magnifies the burden of regulation and compliance, and missteps are costly. Soon after selling the wealth-management business, the bank discovered it hadn't included the required wording in statements sent to clients, requiring it to refund more than 12 million pounds of interest.

"The sad truth is that the day of the gifted amateur is well and truly over," Alexander Hoare wrote to his clients in January 2018. "The bank is compelled to look increasingly like all other banks in terms of processes, controls and bureaucracy."

A typical client needs about 5 million pounds in U.K. assets to bank with C. Hoare. Another barrier to entry is the meeting

with a partner, which enables the family to find like-minded clients they can build relationships with.

“Banking with us is definitely more expensive than banking on the high street,” Bella Hoare said. “However, our customers believe that they are getting value for money because we can do something that for another bank wouldn’t be possible.”

There are other perks, too. Clients visiting the 37 Fleet St. office are reminded it’s Britain’s oldest surviving independent bank.

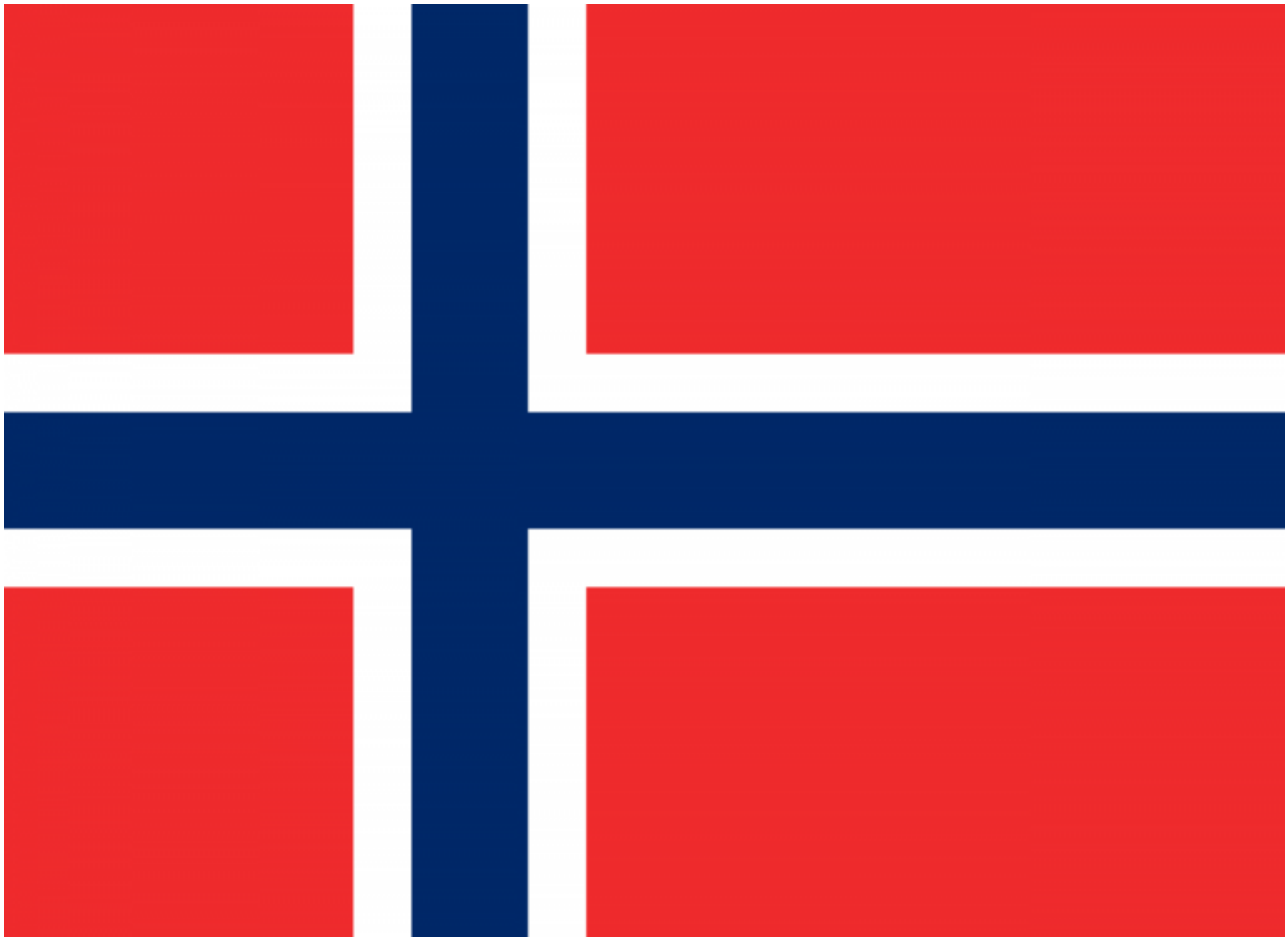
Muskets purchased during the Napoleonic wars to defend the bank adorn the entrance hall, cashiers work behind a 19th century oak counter and an adjacent waiting room looks onto an enclosed garden a world away from the City’s hubbub.

You can partake in a three-course meal with your relationship manager and attend evening talks. The building also houses a museum displaying artifacts and a framed family tree linking today’s partners to founder Richard Hoare.

“Look, 95% of our energy is on the hurlyburly of the modern world,” Alexander Hoare said. “Preserving the memory is nice to have at the end of the day. It is the icing on the cake.”

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## **Norway’s \$1tn wealth fund renews private equity bid**



Norway's wealth fund proposed changes to its mandate to allow it to buy stakes in unlisted companies after missing out on investments in such companies as Spotify Technology SA. The advice comes after Norway's government has repeatedly declined to let the world's biggest sovereign wealth fund in on the global private equity market, citing concerns over transparency and management costs. The fund has said it can manage those issues, and its chief executive warned earlier this year that a growing number of companies are opting to stay off exchanges, posing a challenge for investors of its size. In a letter published on Wednesday, the \$1tn fund asked the Finance Ministry to allow it to invest in unlisted shares in "large companies" that aren't yet listed, with a potential limit of 1% of its portfolio. "Companies of this type will often already have other institutional investors as shareholders," the fund said in the letter. "This, in turn, can help generate some liquidity in the shares. Based on experience, it is reasonable to expect some of these companies to go public at a later date." The fund is currently only

allowed to invest in unlisted companies that have clearly stated they are pursuing an initial public offering. Since board resolutions on IPOs usually come at a late stage, that restriction has prevented a number of investments that would have made sense for the fund, chief executive officer Yngve Slyngstad and central bank Governor Oystein Olsen said in the letter. The fund also said that its 2012 investment in Formula One owner Delta Topco, which was later probed and much debated in Norway, showed that a company's intention to list shares is no guarantee it will happen. In addition to a limit of 1% of the fund's equity portfolio, the bank said its Executive Board should also issue limits on the companies' minimum size and maximum ownership stakes, as well as guidance on which markets the fund should target. The Finance Ministry will now consider the central bank's proposal, it said in an email. The fund's latest bid to broaden its mandate comes after it was cleared this year to invest in unlisted renewable energy infrastructure in a series of big and smaller changes voted by Parliament. Yet the investor has itself acknowledged that adding new asset classes is becoming less and less of a hot topic after the fund soared in size over the past decade and won permission to increase its share of stocks to 70% from 60% of the portfolio. In an interview in 2017, as the fund was nearing \$1tn in size, CEO Slyngstad said that "realistically speaking, whether we should invest in infrastructure, private equity or the likes isn't a very important question."

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**Dutch closing Europe's  
biggest gas field raises**

# concerns for hub



Vanessa Dezem | Bloomberg

A decision to close Europe's biggest natural gas field is starting to raise concerns about the impact on the region's biggest trading hub for the fuel. The Dutch Title Transfer Facility has grown into Europe's largest gas market in the past few years, surpassing the U.K., partly because of the scale of flows converging in the Netherlands. A plan to shut down production at the Groningen field in the northeast corner of the Netherlands will make the nation dependent on imported gas. That's prompting questions about how the trading hub will work in the future, according to Annie Krist, chief executive officer at GasTerra, a venture between Royal Dutch Shell Plc, Exxon Mobil Corp. and the Dutch state that handles flows from the field. "The Netherlands has a very liquid and attractive natural gas trading hub," Krist said in a rare interview. "TTF is growing so well, that people seem to forget how we got there. If we don't have Groningen's flows, how is it going to be? Countries that are used to being dependent on imports,

have other market mechanisms."After earthquakes caused by the earth settling as gas drained from the Groningen reservoir, the Dutch government has ordered the field to shut down gradually by 2030. That will remove both a source of flows and some flexibility for the market.

Five years ago, GasTerra handled more than a fifth of all the gas produced in Europe. It's already been forced to adapt to output constraints at Groningen when tremors damaged nearby buildings.

But shutting down completely is a bigger step, one that's left Krist concerned about the impact on the broader industry in the Netherlands.

"That was the first moment when we heard about zero. Zero really means no more gas. And that for a country that is dependent on gas."

The giant Groningen field has been fueling Europe's energy needs, and the Dutch budget, since 1963. Its importance, coupled with the development of sufficient infrastructure for gas transportation and trading, helped the TTF take the crown of Europe's biggest market from the U.K.'s National Balancing Point in 2016.

But intensive gas production has generated a series of earthquakes, affecting inhabitants in the region and damaging the image of gas as a source of energy. The insecurity has forced the government to curb production, with output in the year to October seen rising to that limit, which is just a fifth of the field's peak in 1975-76.

The Economy Ministry vowed last year to close Groningen by 2030. Following further tremors related to production, its output after October is uncertain limbo after the nation's highest court demanded the ministry better explain how it weighed safety concerns of people in the region against security of supply.

And not only production levels are unclear. The TTF's role is also in question as the Netherlands goes from an exporter to "a normal European importing country," according to Krist.

"It will be interesting to see what balance we will have in terms of physical flows and how the liquidity in the hub will evolve as we shut down Groningen," Krist said. "Whether or not players will think that the country is still interesting, is yet to be seen."

In 2018, gas imports exceeded exports for the first time in the Netherlands, with the bulk of supplies coming from Norway, according to the Dutch national statistics office. The Netherlands will account for more than 60 percent of the decline in the region's supply from 2018 to 2024, according to the International Energy Agency.

"The main question for me is how quickly the Netherlands will be able to adapt as it becomes a gas importer," said Gergely Molnar, a gas analyst in Europe at the International Energy Agency. "A trading hub is trusted by market participants if it is always able to deliver the physical volumes. So the Dutch gas infrastructure must adapt to the changing trading balance."

The country now needs to build up more import capabilities, conversion facilities and preserve seasonal storage capacity, he said.

So far, Groningen's production reductions hasn't had any effect on TTF's liquidity. The Dutch gas hub's ratio of traded volume to actual physical throughput, known as churn, surpassed 100 for the first time in July, according to Molnar. That compares with a rate of 10 to 30 for the NBP, 50 to 90 for the U.S. Henry Hub and below 1 for the barely liquid Japan-Korea Marker.

"History doesn't show a strong correlation between a gas production cut and the hub liquidity," Molnar said. "TTF has

become important because of a number of factors beyond production, including infrastructure, legal framework and the private sector's willingness to invest in gas trading capabilities."

As Groningen ramps down, the Netherlands is becoming more reliant on its so-called small fields to meet export obligations, most of which are in the final phase of their production cycle and produce gas that's too rich to be pumped directly into the region's networks.

"Amid restrictions, we have to decide on a day-by-day basis how much Groningen gas we need to add to other sources to guarantee security of supply," GasTerra's Krist said. "We have to secure the right balance, which is much harder now than it was in the past."

And with the Netherlands losing its role as a large producer, companies are questioning their own future. GasTerra's shareholders are discussing what to do with the whole value chain as Groningen production declines, "including the role of GasTerra in it," Krist said.

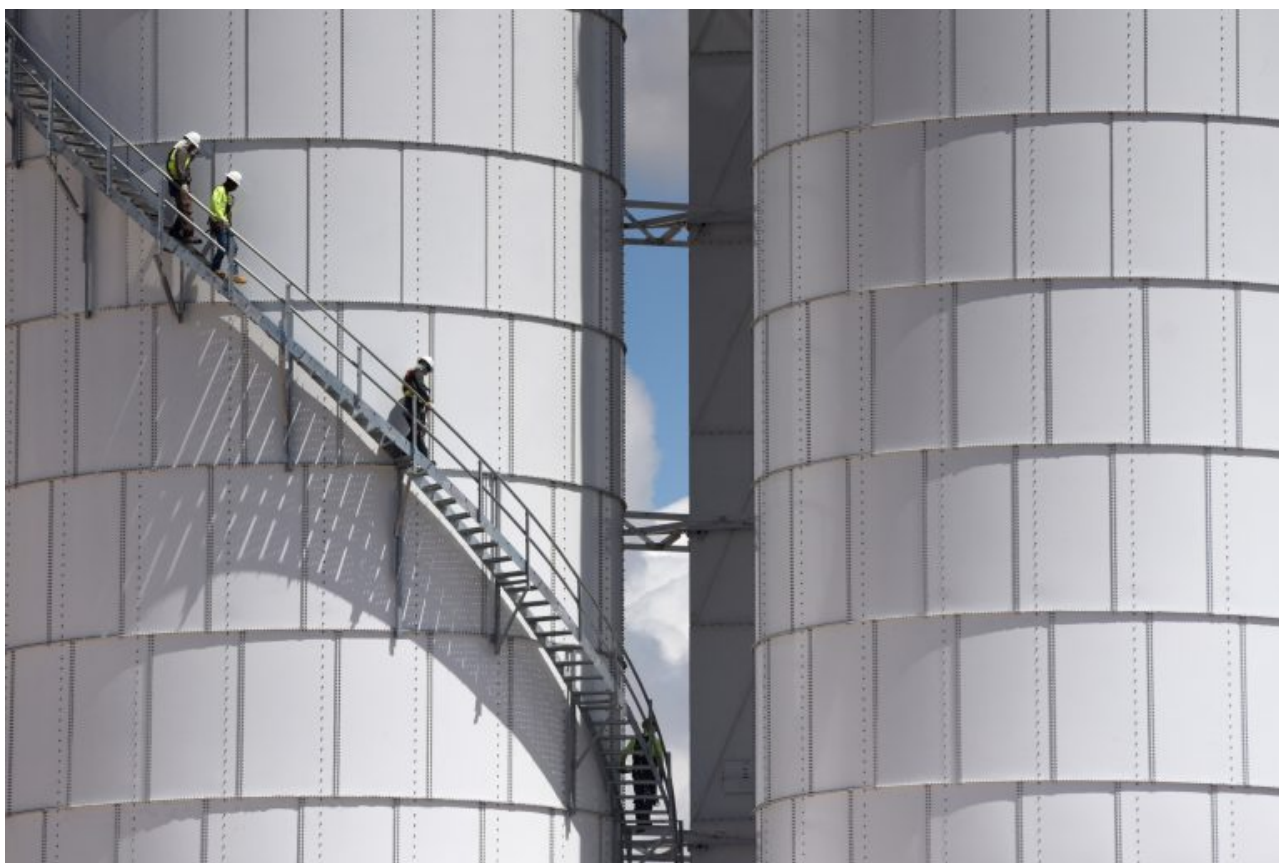
The Dutch government last year launched fiscal benefits for investments in gas exploration in the North Sea in order to try to preserve the offshore gas sector.

"That Groningen production would reduce was foreseen, but it's happening much sooner than originally was anticipated," she said. "It has not been business as usual in the last couple of years, and it definitely won't be. We need to adapt to this situation quite significantly."

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# UBS sees some relief for oil before demand woes return in 2020



NEW YORK (Capital Markets in AfricaA) – Oil prices will rise over the next few months as global inventories shrink, before declining in 2020 as trade-war induced demand woes return to haunt the market, according to UBS AG.

The Swiss bank sees Brent crude climbing to \$65 a barrel in three months, around 8% higher than current levels, it said in a note by analysts including Giovanni Staunovo. However, the global benchmark will drop to \$63 in six months and \$60 in 12 months, UBS said.

While seasonal supply-demand dynamics should support crude for the rest of this year, the U.S.-China trade dispute will re-emerge as the main price driver in 2020, the lender said. It cut its global gross domestic product growth forecast for next

year to 3.4% from 3.6% and also lowered its estimate for oil consumption expansion to 1 million barrels a day from 1.2 million.

“If trade tensions escalate, oil demand growth could soften even more next year and pose downside risks to our new forecasts,” the analysts wrote. “The three fragile oil-export countries (Venezuela, Iran and Libya) still may influence the outcome for 2020” in either a bullish or bearish way, they said.

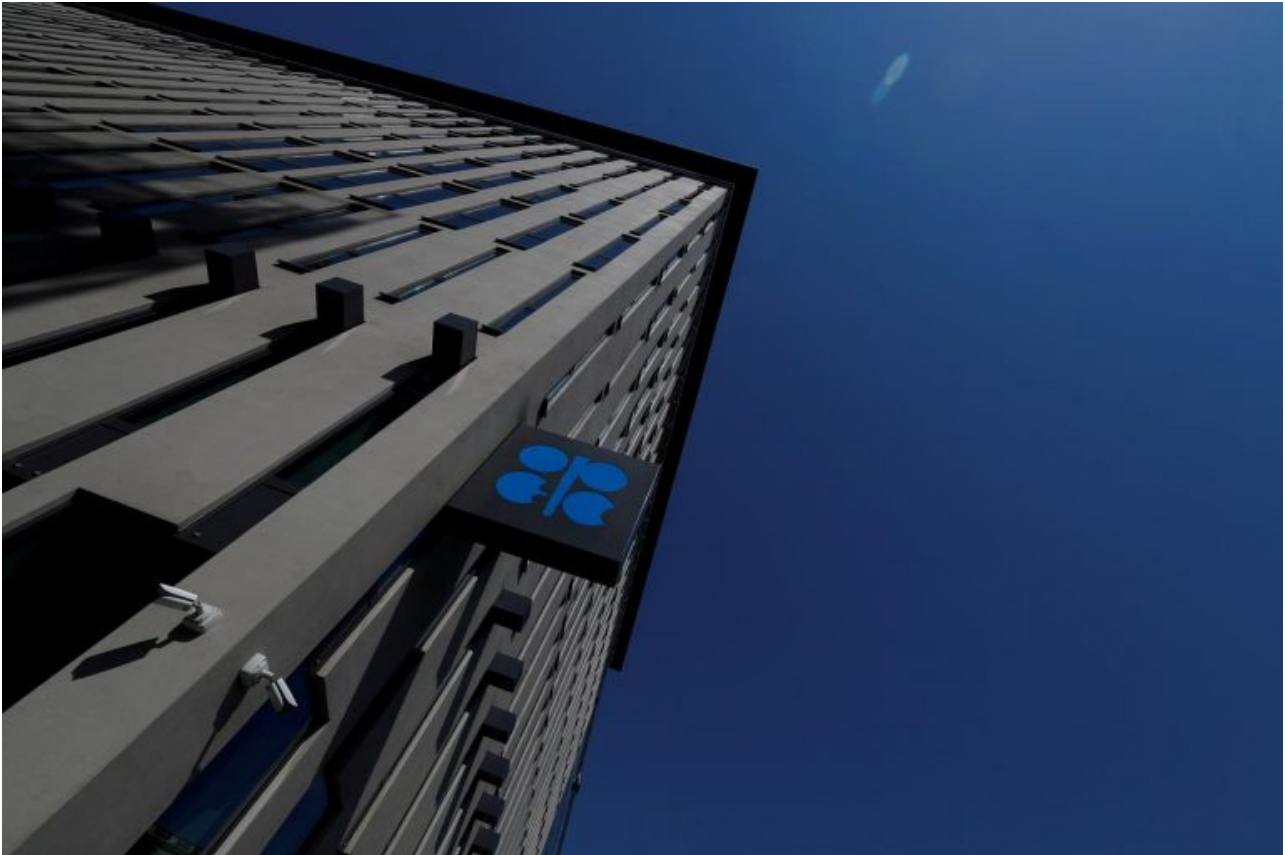
UBS also cut its West Texas Intermediate projections by \$5 a barrel to \$58 in six months and \$55 in 12 months. WTI is currently trading near \$56 a barrel.

On the supply side, the lender sees the Organization for Petroleum Exporting Countries and its allies likely extending the production-cut agreement that runs through the end of the first quarter. But a small increase in non-OPEC output and the drop in demand growth mean the market will be oversupplied by around 500,000 barrels a day in 2020, it said.

Source: Bloomberg Business News

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## **Opec market share sinks, but no sign of wavering on supply cuts**



LONDON (Reuters) – OPEC’s share of the global oil market has sunk to 30%, the lowest in years, as a result of supply restraint and involuntary losses in Iran and Venezuela, and there is little sign yet producers are wavering on their output-cut strategy.

Crude oil from the Organization of the Petroleum Exporting Countries made up 30% of world oil supply in July 2019, down from more than 34% a decade ago and a peak of 35% in 2012, according to OPEC data.

Despite OPEC-led supply cuts, oil has tumbled from April’s 2019 peak above \$75 a barrel to \$60, pressured by slowing economic activity amid concerns about the U.S.-China trade dispute and Brexit.

The decline in prices, should it persist, and erosion of market share could raise the question of whether continued supply restraint is serving producers’ best interests.

OPEC and its allies have a deal to limit supply until March 2020.

The group tried to defend its market share under the previous Saudi oil minister, Ali al Naimi, who sharply ramped up production in a pump war campaign in 2014.

Naimi was hoping to win the battle, arguing that OPEC's output was the world's cheapest and would allow the group to outdo other producers such as the United States.

As a result of his strategy OPEC's market share rose, while oil prices crashed to below \$30 a barrel, triggering many bankruptcies of U.S. oil firms and over-stretching the Saudi budget.

Riyadh and OPEC were forced to return to output cuts in 2017 to support prices, and sources within OPEC say there is no sign of any willingness to return to a pump war at the moment.

"Saudi Arabia is committed to do whatever it takes to keep the market balanced next year," a Saudi official said on Aug. 8. "We believe, based on close communication with key OPEC+ countries, that they will do the same."

OPEC, Russia and other producers have been restraining supply for most of the period since Jan. 1, 2017. The alliance, known as OPEC+, in July renewed the pact until March 2020.

While helping to boost prices, OPEC's market share has fallen steeply in the last two years. World supply has expanded by 2.7% to 98.7 million barrels per day, while OPEC crude output has fallen 8.4% to 29.6 million bpd.

While OPEC agreements apply to production, OPEC's exports are also falling as a percentage of world shipments, according to data from Kpler, which tracks oil flows. Iran has led the decrease in recent months.

Nonetheless, Swedish bank SEB said that for now OPEC+ still has room to act, as the countries making most of the voluntary curbs – Russia, Saudi Arabia, Kuwait, UAE and Iraq – are still

pumping at relatively high rates.

Venezuela and Iran, under U.S. sanctions and being forced to curb shipments, have delivered the bulk of the cuts. Venezuelan supply was already in long-term decline before Washington tightened sanctions this year.

“The active cutters are not very stretched at all,” SEB analyst Bjarne Schieldrop wrote in the report. “They have not lost market share to U.S. shale. Venezuela and Iran are the big losers.”

While Saudi Arabia holds the biggest sway in OPEC as its largest producer, some in the group are not convinced further OPEC+ action to support prices will happen or would work.

“I really doubt there will be further action,” an OPEC delegate said. “If it did happen, it will have a temporary impact because the driver is trade and the economy.”

Additional reporting by Rania El Gamal; Graphics by Alex Lawler and Ahmad Ghaddar; Editing by Dmitri Zhdannikov and Jan Harvey

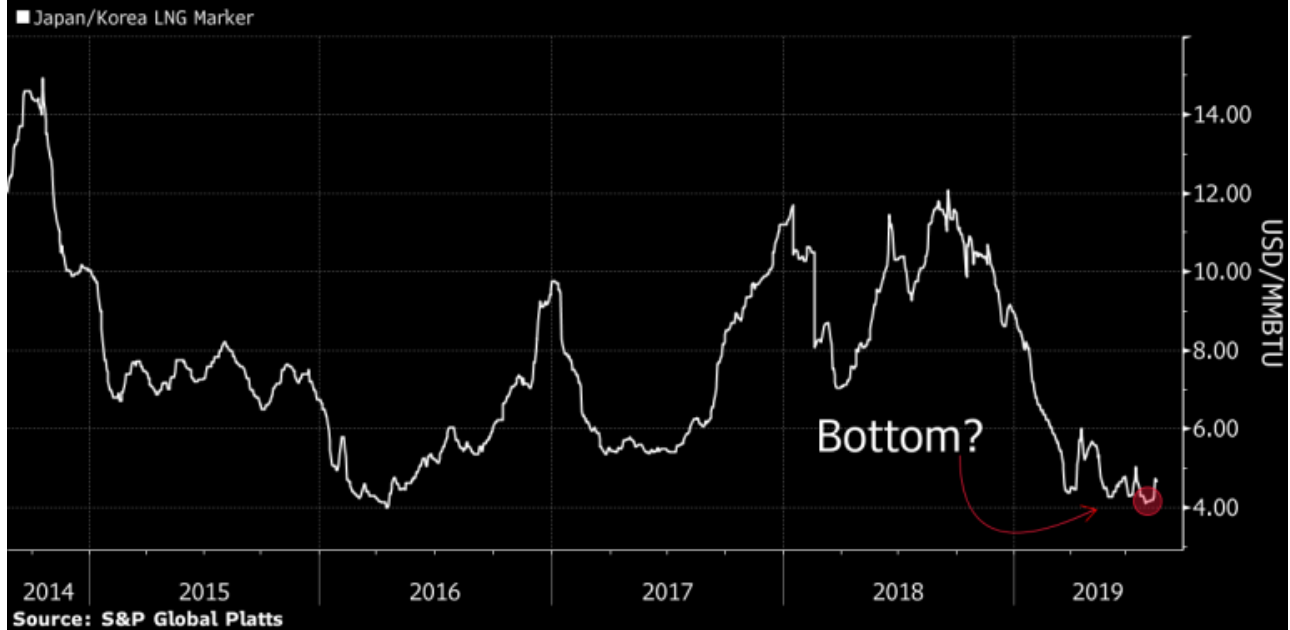
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# **Traders spot opportunity with LNG prices at rock bottom**

## Asian LNG Rollercoaster

JKM spot prices may have found its floor as traders foresee recovery



LONDON (Bloomberg) – After prices plunged to their lowest on record for this time of year, traders say buyers from Japan to India have started to snap up cargoes in anticipation of a pickup in winter demand. Procurement for the colder season is only expected to intensify over what’s left of the summer.

“We have likely reached bottom,” Sanford C. Bernstein & Co analysts including Neil Beveridge said in a report.

The rout can be traced back to last winter, when mild weather dented demand for heating in large parts of the northern hemisphere. To make matters worse for producers, which are adding supply at a record pace, consumption for cooling in the past few months wasn’t very strong either. A market in contango is also pushing some traders to consider storing gas on tankers to sell later at a higher price, a practice that last year began later in autumn.

Another sign that demand is picking up can be spotted in the shipping market. The cost of hiring a tanker on a spot basis East of Suez is at the highest since January. Oystein M Kalleklev, chief executive officer of vessel owner Flex LNG Ltd., expects the LNG market to become “increasingly tight” in the second half of the year, he said Tuesday on an earnings

call.

Cargoes for early September delivery to North Asia were bought between high-\$3 to low-\$4/MMbtu, while October shipments are currently priced around the mid-\$4 level, according to traders.

In Europe, where inventories are already above last year's high point, traders see the gap of as much as \$1.50/MMbtu between September and the fourth-quarter contract as an opportunity to sell the fuel later.

One tanker, Marshal Vasilevskiy, which loaded at Rotterdam last weekend, doesn't appear to have a destination yet and is idling off the port, ship-tracking data on Bloomberg show. Also, at least three BP Plc vessels appear to be idling for longer than usual, according to the data.

S&P Global Platts defines floating storage as any laden trip that takes 1.75 times the standard length of time to reach its destination. The company, which provides commodity price assessments and market analysis, said traders will probably float cargoes for delivery in November and December, boosting prices during autumn in the European market.

"Even if charter rates triple from current levels, marginal LNG spot supply is still profitable selling into November or December," Platts said in a report. "We expect this dynamic to limit European regasification rates and push LNG storage to its limits in October."

While an uptick in prices at this time of year is normal, new supply from plants in the U.S. to Australia will likely curb any bigger gains.

A record 35 million tons of LNG capacity will be added globally next year, according to Bernstein. The U.S. alone will add about 17 million tons of capacity between the fourth quarter of this year and the first quarter of 2020, said

Leslie Palti-Guzman, president and co-founder of GasVista LLC, an energy consultant in New York. All the new supply, coupled with demand at the mercy of deteriorating U.S.-China trade relations, is sending a bearish signal.

“The market should question the forward winter LNG curve price,” she said.

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## **Rosneft becomes top Venezuelan oil trader, helping offset US pressure**



MOSCOW (Reuters) – Russian state oil major Rosneft has become the main trader of Venezuelan crude, shipping oil to buyers in China and India and helping Caracas offset the loss of



traditional dealers who are avoiding it for fear of breaching U.S. sanctions.

Trading sources and Refinitiv Eikon data showed Rosneft became the biggest buyer of Venezuelan crude in July and the first half of August.

It took 40% of state oil company PDVSA's exports in July and 66% so far in August, according to the firm's export programs and the Refinitiv Eikon data, double the purchases before sanctions.

Three industry sources said Rosneft, which produces around five percent of the world's oil, is now taking care of shipping and marketing operations for the bulk of Venezuelan oil exports, ensuring that PDVSA can continue to supply buyers.

Rosneft used to resell volumes it bought from PDVSA to trading firms and was less involved in marketing.

Now it has started supplying some PDVSA clients – Chinese and Indian refineries – while trading houses such as Swiss-based Trafigura and Vitol have walked away because they fear they could breach secondary U.S. sanctions, according to six trade sources.

Trafigura and Vitol declined to comment.

Rosneft and PDVSA did not respond to requests for comment.

Oil accounts for more than 95 percent of Venezuela's export revenue and Washington has warned trading houses and other buyers about possible sanctions if they prop up Caracas.

The United States and some Western governments have recognized Venezuelan opposition leader Juan Guaido as the country's rightful head of state and are seeking to oust the current socialist President Nicolas Maduro.

A State Department spokesman said the United States “has put foreign institutions on notice that they will face sanctions for being involved in facilitating illegitimate transactions that benefit ... Maduro and his corrupt network.

“We will continue to use the full weight of U.S. economic and diplomatic power to complete the peaceful transition to a once-again free, prosperous and stable Venezuela.”

Moscow is one of Maduro’s closest allies and has provided military support to his government as well as billions of dollars in loans and equipment.

“Rosneft has been dealing with Venezuela’s crude directly, fixing vessels and offering it to end users”, a source with an oil trading firm said.

Rosneft is not in breach of U.S. sanctions, because it takes oil as part of debt servicing agreements after lending Caracas money in previous years.

PDVSA lowered its outstanding debt to Rosneft to \$1.1 billion by the end of the second quarter this year from \$1.8 billion at the end of the first, the Russian company said on Wednesday.

The sources said most deals between the two do not involve cash. Those that do are processed in euros rather than in U.S. dollars to cover Venezuela’s debt to Rosneft.

Russia and China have called U.S. sanctions against Venezuela unilateral and illegal.

Last week, Washington imposed new sanctions on Venezuela, threatening to take measures against any firm “materially assisting” Maduro’s government.

## **SUPERTANKERS TO ASIA**

According to PDVSA's loading export schedules, Rosneft has chartered four super-tankers (very large crude carriers or VLCCs) and three smaller Suezmax tankers for Venezuelan crude oil loadings in the first half of August.

All operations are being conducted by Rosneft's trading office in Geneva, according to three trading sources.

Rosneft has been selling Venezuelan crude to two main destinations – China and India – according to the sources, PDVSA's loading data and Eikon Refinitiv shipping data.

Rosneft delivered two super-tankers with 280,000 tonnes of oil each to Shandong in eastern China in July and August, and the oil went to an independent refinery, according to Refinitiv crude analyst Emma Li and two trading executives.

This is unusual, because oil has been imported only by state giant Petrochina under term contracts with PDVSA.

Rosneft delivered a separate cargo of 140,000 tonnes to a state-run oil firm, also to Shandong, in mid-August, Refinitiv's Li said.

The new sales came after Rosneft stepped up marketing efforts in May. It visited several independent refiners in Shandong, said a purchasing executive with one independent refiner who met Rosneft officials.

Rosneft has also become an active supplier of Venezuelan crude oil to India. The company has increased Venezuelan oil sales to India's refiners Nayara Energy, which it partly co-owns, and Reliance this year. As a result the refiners decreased direct purchases from PDVSA.

Nayara Energy and Reliance declined to comment.

According to data from OPEC, Venezuelan oil output has

collapsed to around 0.7-1.0 million barrels per day (bpd) from as much as 3 million at the turn of the century due to a lack of investments and sanctions.

The United States, India and China were Venezuela's biggest customers prior to the sanctions.

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# German Companies Signal Looming Recession After Demand Plunges



German manufacturers are reinforcing concern that Europe's largest economy is headed into a recession.

A nationwide gauge showed orders at factories and services companies are dropping at the fastest pace in six years, and more companies now expect output to fall than rise over the next 12 months. That's the first time that's happened since 2014, according to the Purchasing Managers' Index from IHS Markit.

The peek into the engine room of European industry provides a damning snapshot of the economy, which shrank in the second quarter. The persistent weakness – driven in particular by mounting global trade tensions, car industry woes and slowing demand in China – doesn't bode well for the broader euro area.

European Central Bank policy makers have already started laying the groundwork to add monetary stimulus, and are expected to cut interest rates at their next meeting in three weeks. In Germany, the government has made only tentative steps toward a fiscal stimulus program aimed at supporting growth.

"Somehow they are not looking at this data," said Carsten Brzeski, chief German economist at ING in Frankfurt. "The German government should react. We have this stagnation of the entire economy now and we really need some fiscal stimulus."

While the headline German composite PMI unexpectedly rose in August to 51.4 from 50.9, the index for factories remained far under 50, signaling a seventh month of contraction. Backlogs of work across both sectors fell for a 10th month and the pace of hiring slowed, with employment in manufacturing declining at the fastest pace in seven years.

## ***What Bloomberg's Economists Say...***

*"There's a little light at the end of the tunnel for Germany's economy. The PMI – a trusted gauge of economic activity – picked up a little in August. The big risk is that a fresh blow to manufacturing materializes – the U.S. goes*

*ahead with tariffs on EU car exports, for example – or that weakness in the industrial sector spreads to services.”*

Composite figures for France and the euro area also beat expectations, and the euro rose. Bunds declined, though 10-year yields are still well below zero.

“Germany remains a two-speed economy, with ongoing growth of services just about compensating for the sustained weakness in manufacturing,” said IHS Markit economist Phil Smith. “Although improving slightly, the survey’s output data haven’t changed enough to dispel the threat of another slight contraction in gross domestic product in the third quarter.”

*– With assistance by Matthew Miller*