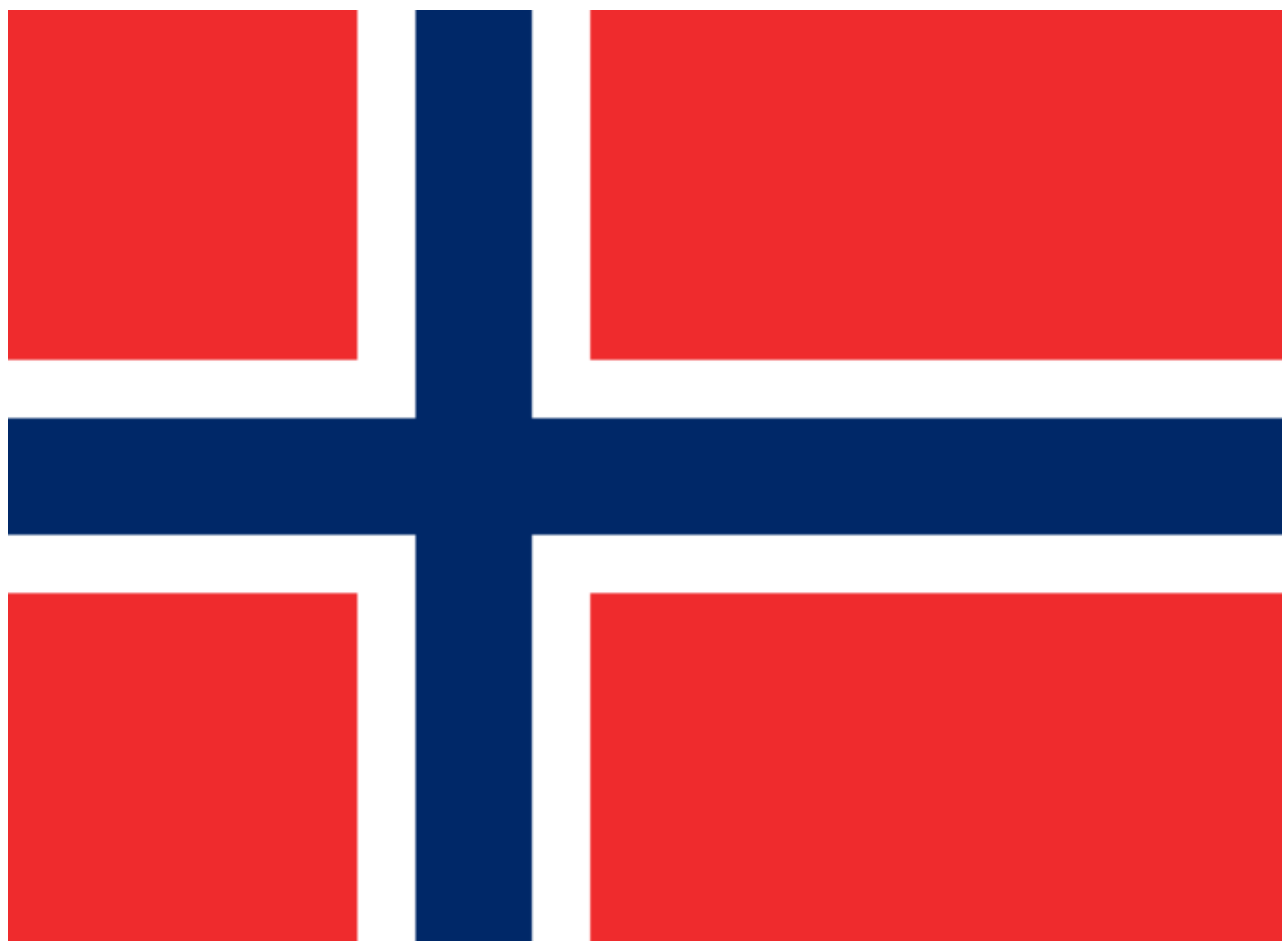


# The \$20bn race to eclipse Norway's elite oil producers



The race is on to become Norway's biggest non-state oil company. As super majors such as Exxon Mobil Corp and BP Plc focus on other regions, a new group of smaller companies is revitalising the country's oil industry. They are buying up reserves and pumping money into new and existing fields, setting a course to surpass bigger rivals and become Norway's largest producers after state-controlled Equinor ASA and Petoro AS.

Here are the contenders for the No 3 spot: Aker BP ASA: The result of a merger in 2016 between an independent Norwegian oil company and BP's local unit. It is investing \$1.3bn this year and plans to double production to 330,000 barrels of oil equivalent a day in 2023. It could exceed that goal even without more transactions, its chief executive officer said

on Thursday. Var Energi AS: The product of the merger between Norway's private- equity-backed Point Resources AS, which bought Exxon-operated oil fields in the country, and Eni SpA's local unit. It plans to invest \$8bn over five years to reach 250,000 barrels a day of output in 2023, from 170,000 barrels last year. Wintershall DEA: The planned combination of German oil companies Wintershall AG and Deutsche Erdoel AG.

The two anticipate at least €2bn (\$2.3bn) of investments each in Norway from 2017 to 2021. The merged entity's production could reach 200,000 barrels a day in the "near future." If Aker BP maintains current spending levels, these companies could invest \$20bn or more in the five years to 2022 – the equivalent of a year's investment by all oil companies in Norway. The race among the companies will propel at least one of the three past Total SA, Norway's third-biggest producer last year with 214,000 barrels a day. That's even with the additional output Total will get from the giant Johan Sverdrup project. The scramble could turn out to be a boon for Norway, western Europe's biggest oil and gas producer but facing a dearth of big projects by the beginning of the next decade.

Aker BP, in which BP retains a 30% stake, isn't about to let rivals surpass it. "Absolutely not," CEO Karl Johnny Hersvik said in an interview during the ONS Conference in Stavanger last month. "We actually think this is fun. Because there's nothing that creates more innovation than competition."

Having acquired the Exxon fields, and encouraged by new owners HitecVision AS, there's increased activity at Point Resources, with engineers working out how to boost output, said Kristin Kragseth, vice-president for production. She doesn't "spend much time on the competition aspect," said the former Exxon executive who is also the incoming CEO of Var Energi. "We have very concrete plans to grow," Kragseth said in an interview at ONS in Stavanger. "If that makes us one of the biggest producers, great."

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# Millions of EV charging points planned for US, Europe by 2025



Two electric car charging companies are announcing plans to build 3.5mn plug-in spots in the US and Europe by 2025 in an effort to accelerate the adoption of clean vehicles, according to Bloomberg. California-based ChargePoint Inc will deliver 2.5mn places to charge and EVBox will install 1mn new fast and regular chargers, according to a statement on Friday by The Climate Group, which helps develop zero-emission programmes. The new charging stations will support 37mn electric vehicles

that are forecast to be on the road globally by 2025, driving a combined 384bn electric miles per year. The announcement was made during the Global Climate Action Summit in San Francisco.

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## Shale drilling expands far from Permian pipeline pinch



Shale explorers added the most oil rigs in a month last week, even as pipeline bottlenecks depress prices in America's busiest basin while growth migrates to other plays. Working oil rigs rose by 7 to 867, according to data released on Friday by oilfield service provider Baker Hughes. That was the biggest increase since the weekend ended August 10.

Still, the count has mostly plateaued since late May, after a ramp-up that more than doubled the number from little more than 300 in mid-2016. A pipeline bottleneck in the Permian Basin of West Texas and New Mexico is restricting frack work there and forcing the region's exploration and production companies to sell their crude at a large discount to the West

Texas Intermediate benchmark. But the crunch is encouraging drilling in other areas.

“E&Ps will start drilling again to adjust to bottlenecks,” Bloomberg Intelligence analyst Mark Rossano said on September 10. “While some work picks up again, a majority will be pushed into 2019 to match new pipeline capacity.” Though the number of active rigs fell in the Permian, by one to 483, two were added in the Denver-Julesburg Niobrara play in Colorado and another was activated in the Bakken of North Dakota.

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## **Ministry observes World Ozone Day**



Qatar, represented by the Ministry of Municipality and Environment, celebrated International Day for the Preservation of the Ozone Layer, which falls on September 16, and aims at urging global efforts to preserve the ozone layer and its vital role on planet Earth.

As part of this year's celebration, which held under the slogan "Keep Cool and Carry On", a United Nations Environment Programme (UNEP) delegation visited the ministry yesterday, as an expression of the great efforts and outstanding level achieved by Qatar in its obligations to implement the Montreal Protocol on Substances that Deplete the Ozone Layer, 31 years after the protocol was announced in Montreal.

On January 22, 1996, Qatar acceded to the 1985 Vienna Convention on the Preservation of the Ozone Layer, the 1987 Montreal Protocol on Substances that Deplete the Ozone Layer and the London and Copenhagen Amendments. On January 29, 2009, Qatar ratified the Montreal and Beijing amendments to the Montreal Protocol.

Dr Aisha Ahmed al-Baker, director, radiation and chemicals protection department at the Ministry of Municipality and Environment, the body responsible for following up the implementation of the UN multilateral conventions on the protection of the ozone layer, said Qatar made achievements in several axes in this regard, adding that the multilateral fund of the protocol has approved several projects of the Qatar.

Al-Baker reviewed the projects and achievements in the issuance of a number of legislations and laws to implement several agreements.

She pointed out that in the framework of Qatar's commitment to protecting the ozone layer, it issued Law No (21) of 2007 on the control of substances that deplete the ozone layer was recently updated by Law No (19) of 2015 on the issuance of the common system on substances that deplete the ozone layer for the GCC

countries.

She added that the law aims to regulate the import, re-export, transfer, and storage of devices, equipment, and products that have been monitored and complete disposal of these substances and to be replaced with safe alternatives.

She added that the State party regularly reported to the Secretariat of the Convention and the Multilateral Fund Secretariat on the total and sectoral consumption of each

substance.

“The ministry co-operated with State bodies concerned with monitoring imports and exports of hydro chlorofluorocarbons (HCFCs) ozone-depleting substances, as well as monitoring their illegal trade practices, tighten market controls, and hold training programs for various stakeholders.

With regards to plans, she said a national strategy has been put in place to deal with the mentioned hydro chlorofluorocarbons (HCFCs) which runs till 2030. “Qatar’s consumption to these materials includes two main sectors: industry of insulating materials (foam) and the refrigeration and air-conditioning services industry.”

Hussein al-Kibisi, manager, department of environmental observation said the ministry has implemented Article No 3 of Law No 19 of 2015, setting standards, registration and quota system for importing companies for these controlled substances.

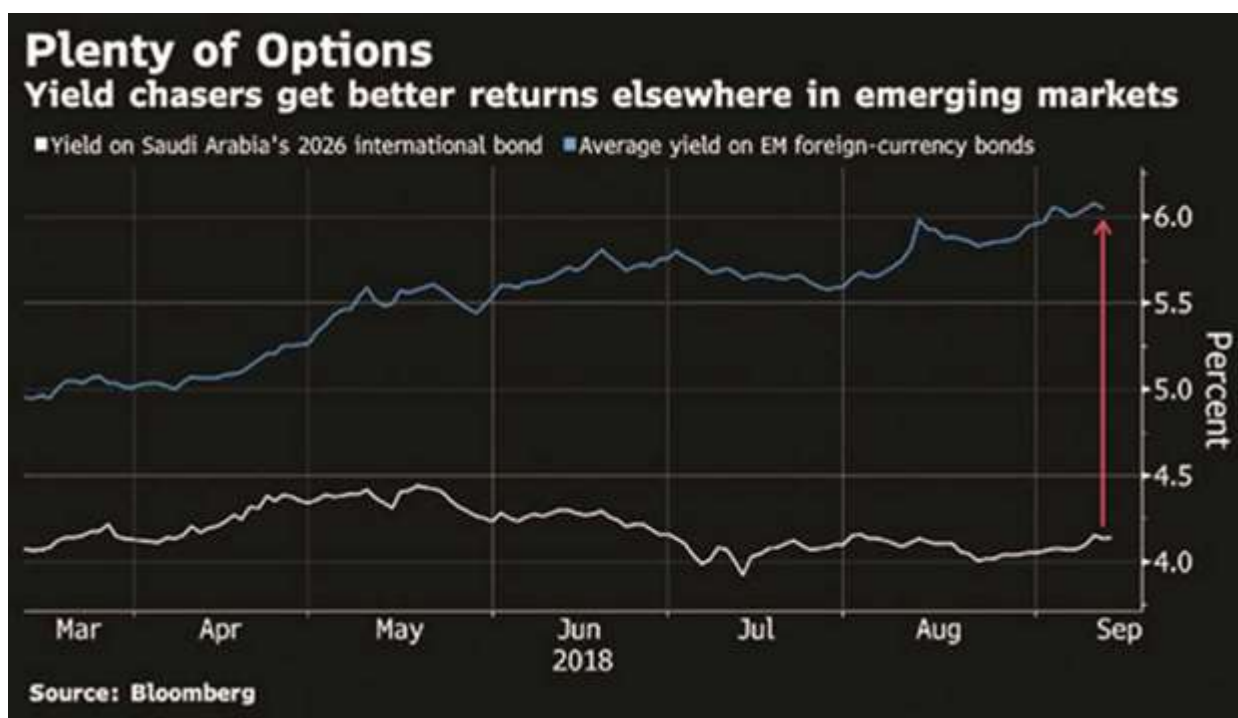
Al-Kibisi said Qatar started preparing to implement the Kigali Amendment by requesting from the Multilateral Fund to finance a project for enabling activities to push the validation process into the Kigali Amendment, through a number of survey, legal and technical programs which reviews the implications of the state’s commitment to the amendment and its impact on different

sectors. (QNA)

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## **After shelving biggest-ever IPO, Saudi faces a tough bond**

# sale



Bloomberg Brussels

Aramco needs to raise up to \$70bn, but bond investors could prove tough customers



Two months after Saudi Arabia pulled a share sale that could have raised \$100bn for its sovereign wealth fund, the kingdom faces a tough sell in convincing bond investors to pick up the tab.

Saudi financial engineers are cooking up a plan to raise as much as \$70bn for the Public Investment Fund by having state oil giant Aramco buy PIF's entire stake in sister company Sabic. That could include a bond sale the likes of which the world has never seen.

Problem is, this year's selloff in emerging markets has sent borrowing costs surging and new debt issuance has dried up, with offerings down 14% from last year.

And yet Crown Prince Mohammed bin Salman needs to flood PIF with cash so it can accelerate a buying spree that's seen it snap up stakes in Tesla Inc and Uber Technologies Inc since



2016. His vision is that by 2030, PIF will control \$2tn in assets just as oil's dominance worldwide starts waning.

Since shelving plans in July to sell 5% of oil giant Aramco to the public, the prince has shifted gears and now wants to keep ownership in the kingdom's hands with the Sabic deal. As Aramco met bankers in London last week to figure out how to pay for the acquisition, the question on everyone's mind is: Can the Saudis pull it off?

1) How much could Aramco feasibly raise in the bond market?

Aramco's issuance could conceivably be the biggest corporate bond sale if it surpasses the \$49bn Verizon Communications Inc raised in 2013 to buy a stake in Verizon Wireless Inc. Bond brokers are divided on how much appetite there will be. Some say Aramco won't be able to raise more than \$10bn at the price it wants; others think it can pull off \$50bn or even \$70bn.

That may be ambitious. One person with direct knowledge of the financing talks said Aramco is likely to arrange a short-term bridge loan with a group of banks of potentially \$40bn. Bankers would then aim to raise at least part of that amount in the bond market.

To be sure, Saudi Arabia isn't afraid to go big. Since Prince Mohammed first unveiled a plan to transform the kingdom's economy in 2016, the sovereign has raised upwards of \$50bn on international bond markets, including the biggest-ever EM sale of \$17.5bn that year.

2) Can the market absorb a mega Saudi bond?

Markets are in a different place now than they were in 2016. It's not as compelling for investors hunting for yield to venture into emerging markets when US interest rates are on the rise. Add to that concerns that major developing economies are either facing slowing growth or entering recessions, and the argument in favor of taking on EM risk has fallen apart.

"It'll be a big stretch on the market, if they want to do more than \$20bn by year-end," said Pavel Mamai, the co-founder of hedge fund Promeritum Investment in London.

### 3) Who is likely to buy the Aramco bond?

Given that Saudi Arabia is an investment-grade issuer, some of the world's biggest sovereign wealth funds are likely to back the Aramco offering nonetheless. This is especially true because the notes are likely to be eligible for inclusion in the JPMorgan Emerging Market Bond Index tracked by \$360bn of investors. That said, since Aramco may be deemed a quasi-sovereign issuer, loading up on this much debt could prompt ratings companies to reconsider their grades. Since 2016, the three major ratings firms have knocked down Saudi Arabia's at least one notch.

### 4) Why might traditional emerging-market investors hesitate?

Demand could be capped because investors have plenty of options in EM. The yield on Saudi Arabia's \$5.5bn of 10-year debt sold in 2016 is now at 4.14% – almost two percentage points less than the average for sovereign Eurobonds on the Bloomberg Barclays Emerging Markets Hard Currency Aggregate Index.

Buyers are better off in places like Argentina, Russia and Turkey – where 10-year debt yields as high as 10%, according to Lutz Roehmeyer, chief investment officer at Capitulum Asset Management in Berlin. "So many bonds get completely destroyed in the recent selloff that you can pick up now so many cheap bonds that high grade issuer will face little crossover inflows."

### 5) But those issuers are junk-rated surely investors chasing high-grade debt will be keen on Aramco?

True, Saudi Arabia offers investors seeking stability a place to park their cash. The sovereign holds an A1 rating at Moody's Investors Service, the fifth-highest investment grade. Oil prices are up 18% this year and the Saudi central bank has almost \$500bn in foreign assets.

Aramco isn't rated though, and investors may not be keen to hold long-term debt in a pure oil play when oil demand is

forecast to increasingly be replaced by renewable energy. There was also a broad selloff in investment-grade debt in the past year, with companies like Apple Inc offering 3.57% yields on notes due in 2026.

Saudi Arabia will have to give a competitive first-issuer premium to woo this segment of buyers. Angad Rajpal, a senior fund manager at Emirates NBD Asset Management, said anywhere from 25 basis points to 40 basis points above equivalent-maturity Saudi sovereign debt would do the trick.

6) Where does this leave banks?

If Aramco can pull off a mega bond sale, it could mean a fee bonanza for bankers reeling from the cancellation of the IPO, according to Jeff Nassof, a director at Freeman & Co in New York. If it can raise \$70bn of bonds to fully fund the Sabic purchase at a fee rate of 0.1%, for instance, banks could get a \$70mn windfall, the largest underwriting fee ever paid in the Middle East.

But that's a big if. Whatever Aramco can't raise in bonds it will presumably need to borrow in loans, which means more Saudi risk on bank balance sheets. Lenders have already extended tens of billions of dollars in loans to help the kingdom weather the downturn in oil since 2014.

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## **The Global Economy's Fundamental Weakness**



Sep 13, 2018 RICHARD KOZUL-WRIGHT

Over the course of the past decade, the global economy has recovered from the 2008 financial crisis by riding a wave of debt and liquidity injections from the major central banks. Yet in the absence of steady wage growth and productive investments in the real economy, the only direction left to go is down.

GENEVA – When Lehman Brothers declared bankruptcy ten years ago, it suddenly became unclear who owed what to whom, who couldn't pay their debts, and who would go down next. The result was that interbank credit markets froze, Wall Street panicked, and businesses went under, not just in the United States but around the world. With politicians struggling to respond to the crisis, economic pundits were left wondering whether the “Great Moderation” of low business-cycle volatility since the 1980s was turning into another Great Depression.

In hindsight, the complacency in the run-up to the crisis was clearly unconscionable. And yet little has changed in its aftermath. To be sure, we are told that the financial system is simpler, safer, and fairer. But the banks that benefited from public money are now bigger than ever; opaque financial instruments are once again de rigueur; and bankers' bonus

pools are overflowing. At the same time, un- or under-regulated “shadow banking” has grown into a \$160 trillion business. That is twice the size of the global economy.

Thanks to the trillions of dollars of liquidity that major central banks have pumped in to the global economy over the past decade, asset markets have rebounded, company mergers have gone into overdrive, and stock buybacks have become a benchmark of managerial acumen. By contrast, the real economy has spluttered along through ephemeral bouts of optimism and intermittent talk of downside risks. And while policymakers tell themselves that high stock prices and exports will boost average incomes, the fact is that most of the gains have already been captured by those at the very top of the pyramid.

These trends point to an even larger danger: a loss of trust in the system. Adam Smith recognized long ago that perceptions of rigging will eventually undermine the legitimacy of any rules-based system. The sense that those who caused the crisis not only got away with it, but also profited from it has been a growing source of discontent since 2008, weakening public trust in the political institutions that bind citizens, communities, and countries together.

During the synchronized global upswing last year, many in the economic establishment spoke too soon when they began to forecast sunnier times. With the exception of the US, recent growth estimates have fallen short of previous projections, and some economies have even slowed. While China and India remain on track, the number of emerging economies under financial stress has increased. As the major central banks talk up monetary-policy normalization, the threats of capital flight and currency depreciation are keeping these countries’ policymakers up at night.

The main problem is not just that growth is tepid, but that it is driven largely by debt. By early 2018, the volume of global debt had risen to nearly \$250 trillion – three times higher than annual global output – from \$142 trillion a decade

earlier. Emerging markets' share of the global debt stock rose from 7% in 2007 to 26% in 2017, and credit to non-financial corporations in these countries increased from 56% of GDP in 2008 to 105% in 2017.

Moreover, the negative consequences of tightening monetary conditions in developed countries will likely become more severe, given the disconnect between asset bubbles and recoveries in the real economy. While stock markets are booming, wages have remained stuck. And despite the post-crisis debt expansion, the ratio of investment-to-GDP has been falling in the advanced economies and plateauing in most developing countries.

There is a very big "known unknown" hanging over this fragile state of affairs. US President Donald Trump's trade war will neither reduce America's trade deficit nor turn back the technological clock on China. What it will do is fuel global uncertainty if tit-for-tat responses escalate. Even worse, this is occurring just when confidence in the global economy is beginning to falter. For those countries that are already threatened by heightened financial instability, the collateral damage from a disruption to the global trading system would be significant and unavoidable.

Yet, contrary to conventional wisdom, this is not the beginning of the end of the postwar liberal order. After all, the unraveling of that order started long ago, with the rise of footloose capital, the abandonment of full employment as a policy goal, the delinking of wages from productivity, and the intertwining of corporate and political power. In this context, trade wars are best understood as a symptom of unhealthy hyper-globalization.

By the same token, emerging economies are not the problem. China's determination to assert its right to economic development has been greeted with a sense of disquiet, if not outright hostility, in many Western capitals. But China has

drawn from the same standard playbook that developed countries used when they climbed the economic ladder.

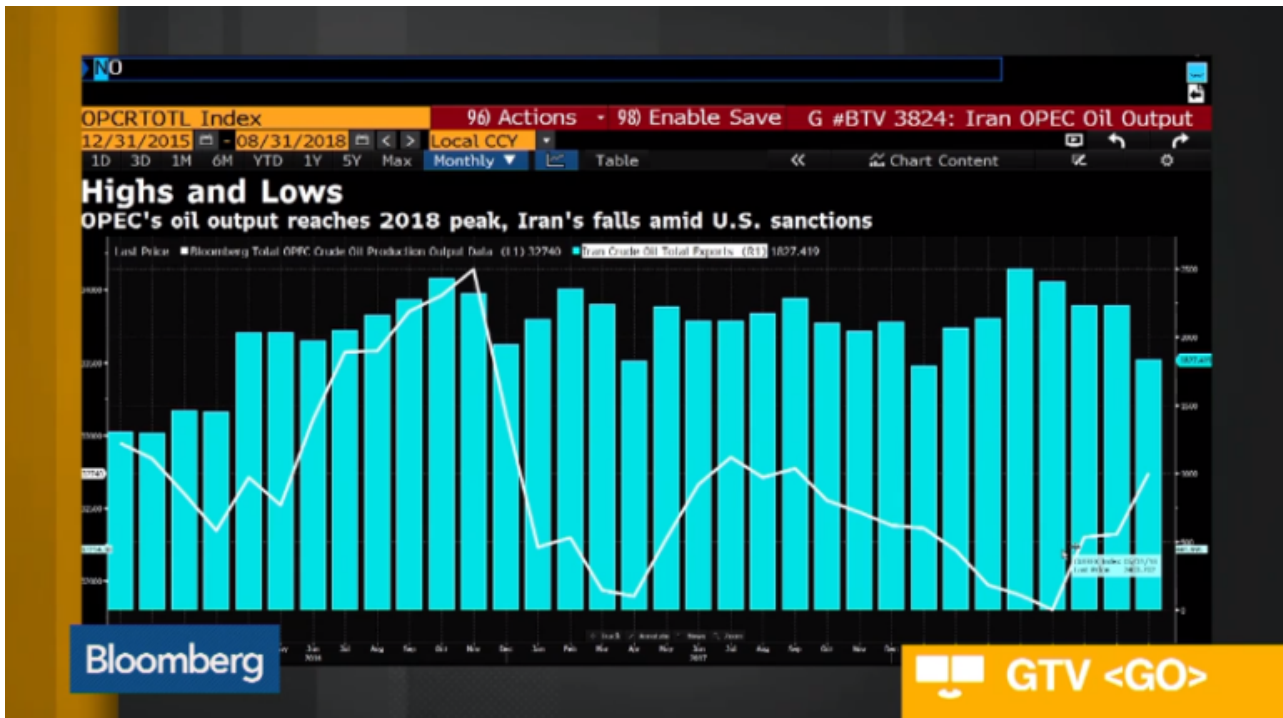
In fact, China's success is exactly what was envisioned at the 1947 United Nations Conference on Trade and Employment in Havana, where the international community laid the groundwork for what would become the global trading system. The difference in discourse between then and now attests to how far the current multilateral order has moved from its original aims.

At first, the Lehman crisis did trigger a revival of the post-war multilateral spirit; but it proved fleeting. The tragedy of our times is that just when bolder cooperation is needed to address the inequities of hyper-globalization, the drums of "free trade" have drowned out the voices of those calling for a restoration of trust, fairness, and justice in the system. Without trust, there can be no cooperation.

RICHARD KOZUL-WRIGHT

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## **IEA Warns of Higher Oil Prices as Iran, Venezuela Losses Deepen**



The International Energy Agency warned that oil prices could break out above \$80 a barrel unless other producers act to offset deepening supply losses in Iran and Venezuela.

Iranian crude exports have fallen significantly before U.S. sanctions even take effect, the IEA said in a monthly report. The Middle Eastern nation will face further pressure in coming months and the economic crisis in Venezuela is pushing output there to the lowest in decades. It's uncertain whether Saudi Arabia and other producers will fill any shortfall, or how far they're able to, the agency said.

"Things are tightening up," said the Paris-based IEA, which advises most major economies on energy policy. "If Venezuelan and Iranian exports do continue to fall, markets could tighten and oil prices could rise" unless there are offsetting production increases elsewhere, it said.

Oil climbed to a three-month high above \$80 a barrel in London on Wednesday as fears of a supply crunch eclipsed concern about the risks to demand such as the U.S.-China trade dispute. While the Organization of Petroleum Exporting Countries and allies including Russia pledged to boost supply, the IEA said it remains to be seen how much will be delivered.



Saudi Arabia lifted output by 70,000 barrels a day to 10.42 million last month, but that remains “some distance from the 11 million barrels a day level that Saudi officials initially suggested was on the way,” the IEA said. While the agency warned that “there is a risk to the 2019 outlook” for demand from challenges in emerging markets such as currency depreciation and trade disputes, it kept forecasts for consumption unchanged.

In the meantime, supply risks dominate. Oil inventories in developed economies are already below-average and will decline further in the fourth quarter, the IEA predicted.

Venezuela, which is pumping at just half the rate it managed in early 2016, could see its output slump another 19 percent to 1 million barrels a day this year as infrastructure deteriorates and workers flee, the agency predicted.

Iranian production has already fallen to the lowest since July 2016, at 3.63 million barrels a day, as buyers retreat ahead of U.S. sanctions that come into force on Nov. 4.

Although Russia, Saudi Arabia and other Gulf members of OPEC promised to bolster production by about 1 million barrels a day, the IEA remained cautious on whether the full amount would be delivered. It’s unclear how quickly OPEC’s spare capacity, which stands at about 2.7 million barrels a day, can be activated, it said.

“We are entering a very crucial period for the oil market,” which could push prices out of the \$70-to-\$80 a barrel range seen in the past few months, the IEA said.

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# Russia ready to pump oil at record if market requires



A worker checks the valve of an oil pipe at field owned by Russian state-owned oil producer Bashneft near the village of Nikolo-Berezovka, northwest of Ufa, Bashkortostan, Russia (file). Russia has the capacity to set a new oil-production record, but won't decide whether the market needs those additional supplies before a meeting later this month with its Opec allies, according to Bloomberg. The country could boost output by as much as 300,000 bpd in the medium-term, which would beat the post-Soviet record set in October 2016, Russian Energy Minister Alexander Novak said on Wednesday. It's in everyone's interest to keep the oil market balanced, so Russia will discuss supplies with the Organisation of Petroleum Exporting Countries in Algiers on September 23, he said. "We have not yet taken any decisions on production growth, we've just spoken about the potential we have and the spare capacity," Novak said in an interview with Bloomberg in Vladivostok, Russia. "We will be discussing these decisions and steps we plan to take in Algeria." Russia is officially disclosing its spare

crude-production capacity for the first time.

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## **Banks tap \$4.5bn gold reserves to shore up finances**



Commercial lenders in Turkey have pulled as much as \$4.5bn worth of gold reserves since mid-June in an effort to avert a liquidity crisis as the lira plunged. Weekly holdings reported by the Central Bank of Turkey fell by almost a fifth since June 15 to 15.5mn ounces with the lion's share – \$3.3bn – of the exodus sparked by the monetary authority's August 13 move to lower reserve requirements. "The commercial banks were probably switching to more liquid assets, given what has happened to the lira," Jason Tuvey, a senior emerging markets economist at Capital Economics in London said by phone yesterday.

"There's been concern at the commercial banks over their external debt burden, which has been reflected in the rising bank bond yields." Turkish lenders are allowed to meet reserve

requirements with bullion deposits, unlike in most other countries. Turkey is one of the 20 largest sovereign owners of the precious metal and boasts the fifth-biggest consumer demand in the world, according to 2017 data from the World Gold Council. It refines scrap gold into jewellery sold all over the Middle East. The central bank cut the reserve requirements for banks by 4 percentage points for foreign exchange liabilities over one, two and three years, and by 2.5 percentage points over other maturities. This equated to \$3bn worth of dollar- equivalent gold liquidity, it said in a statement. Policymakers increased the one-week repo rate by 625 basis points on Thursday to 24%, more than economists expected. The hike helped to arrest an almost 40-percent swoon in the lira this year.

Of the \$118bn in short-term debts due by September 2019, 15% accrues to publicly owned banks, and 44% to private financial institutions, according to Nora Neuteboom, an ABN Amro Group NV economist who specialises in Turkey. The banks borrow on international markets in hard currencies, hedging dollar liabilities with gold deposits rather than the volatile lira, even though their loan assets are denominated in lira. "But, of course, you can't repay your debt in gold, so they're probably selling to shore up finances for when their debt becomes due," Neuteboom said.

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**'Europe is pushing for global role of the euro'**



## Bloomberg Madrid

The European Union wants to bolster the global role of the euro as part of an effort to avoid being pushed around by President Donald Trump, whose foreign policy actions are increasingly at odds with its trans-Atlantic partner, Spanish Foreign Minister Josep Borrell said.

It's the latest sign that European leaders are seeking to establish greater autonomy in the face of Trump's efforts to remake the global order. Since winning the White House, the American president has questioned the importance of the North Atlantic Treaty Organisation, pulled out of a nuclear accord with Iran and said, in the midst of a trade war, that the EU was a "foe" of the US.

"We have to find a way to get around the American threats," Borrell said in an interview at his offices in Madrid last week. "It's another way to get around sanctions," he said, referring to Trump's May decision to leave the Iran nuclear deal, which the EU lobbied him to preserve.

The US decision forced European companies including Daimler AG and Total SA to pull out of Iran to avoid US sanctions. French Finance Minister Bruno Le Maire and German Foreign Minister Heiko Maas have both suggested that EU countries set up payment systems independent of the US to sidestep the new regulations.

But it's not just Iran. US National Security Adviser John

Bolton last week threatened sanctions against the International Criminal Court, a UN-backed tribunal, which is considering prosecuting US servicemen over alleged abuses in Afghanistan.

By increasing the amount of international trade conducted in euros, the EU would make it easier for companies and individuals to do business beyond the reach of the US government.

Jean-Claude Juncker, president of the European Commission, on Wednesday said it is "absurd" for European companies to pay for European planes in dollars and questioned why 80% of the continent's energy imports are paid for in the US currency.

In his annual State of the Union address to the European Parliament, Juncker promised to flesh out his ambitions with a plan by year-end.

The rift over sanctions for Iran comes with European leaders already unsettled by Trump's assault on the global trading system. As it looks to reassure proponents of free trade, the EU is pursuing deals with countries including Japan, Australia, and the Mercosur nations of South America and is in the process of ratifying a deal with Canada.

"The Europeans are making a big effort to safeguard the multilateral approach to trade," said Borrell, who was in Strasbourg to listen to Juncker. "Diplomacy is not the best quality of the Trump administration."